

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

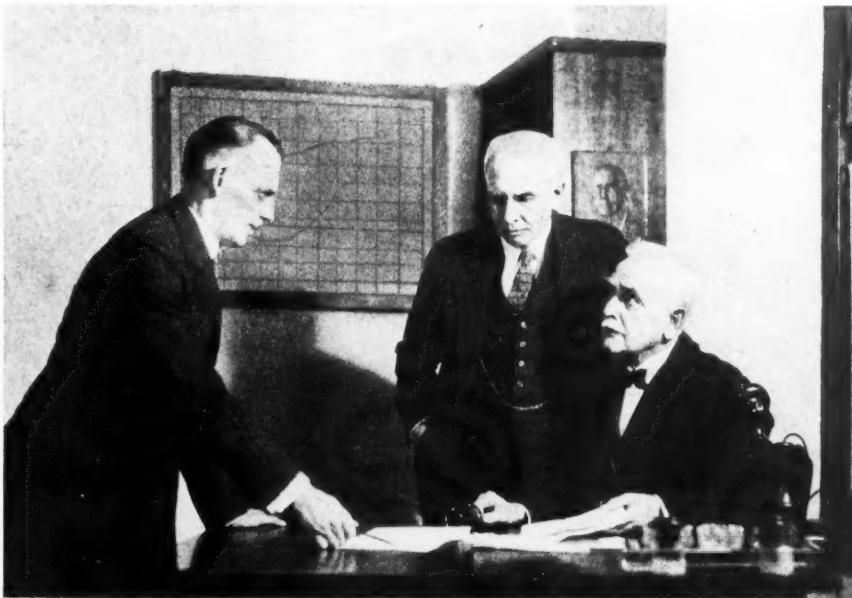
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APRIL 3, 1926

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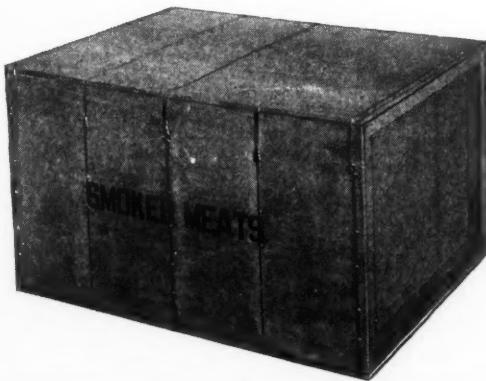


“What Do You Call Real Service?”

interrupted the president. “By real service,” replied the National Box Company representative, “we mean, first of all, Prompt Shipments. Then a Quality Box — A-No. 1 Materials, properly made by workmen experienced in the requirements of the Meat Packing Industry—in other words, Superstrong Boxes delivered when promised—there when you need them.”

SUPERSTRONG boxes frequently cut one's shipping expense 25 to 40 per cent. Wirebound lard crates cannot be excelled for service or price.

The NATIONAL BOX COMPANY also makes all types of wooden boxes. Sixty years in the business. Two large factories.



NATIONAL BOX COMPANY

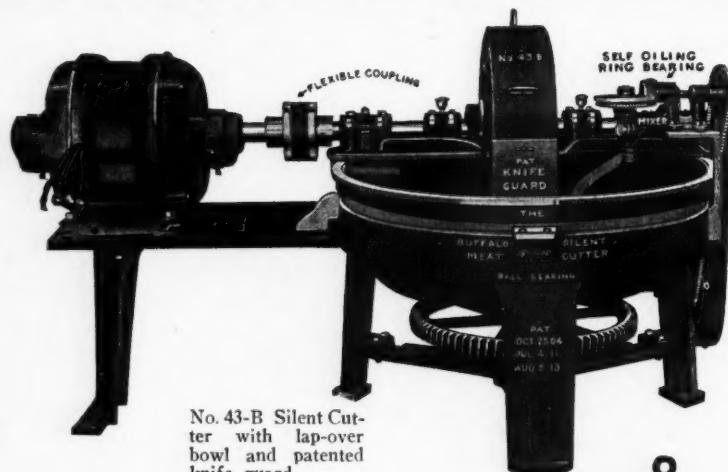
General Offices: 1101 W. 38th St., Chicago

Eastern Offices, 1011 Liberty Building, Philadelphia.
Room No. 625—150 Nassau St., New York City, N. Y.

Southern Office: Natchez, Miss.



Produce Better Sausage with "BUFFALO" Equipment

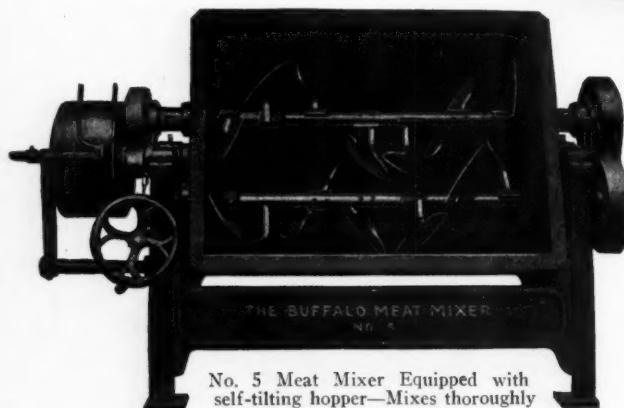


No. 43-B Silent Cutter with lap-over bowl and patented knife guard

Before purchasing new sausage machinery, it will pay you to investigate the "BUFFALO" Line.



No. 66-B Grinder
Equipped with
Heavy Roller
Thrust Bearing



No. 5 Meat Mixer Equipped with
self-tilting hopper—Mixes thoroughly

56 years of experience in building sausage machines behind every machine.

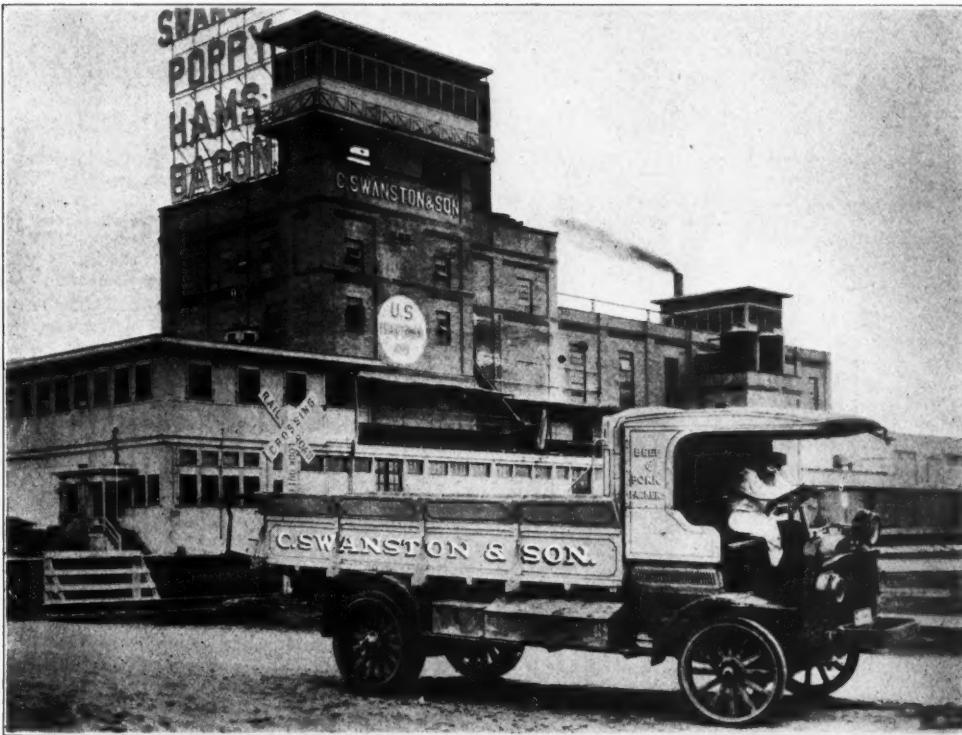
Write for our new catalog illustrating the complete line of "BUFFALO" Silent Cutters, Grinders, Mixers and Stuffers

JOHN E. SMITH'S SONS CO.

Home Office:
50 Broadway,
Buffalo, N. Y.

Patentees and Manufacturers

Branch Office:
4201 So. Halsted St.
Chicago, Ill.



"Autocar short wheelbase enables us to make deliveries in small places"

C. Swanston & Son, Packers, of Sacramento, Calif., have thoroughly learned the many advantages of Autocar short wheelbase design since they purchased their first Autocar about a year ago.

Writing to the Sacramento Autocar branch, Mr. J. J. Walsh, superintendent of the company, says:

"We are glad to say that the Autocar has given us every satisfaction, making regular trips within a radius of 50 miles with our products for the past year.

"It has enabled us to get into small places when making deliveries on account of the short turning radius, and we can safely recommend the Autocar truck to anyone trying to solve transportation difficulties of this nature."

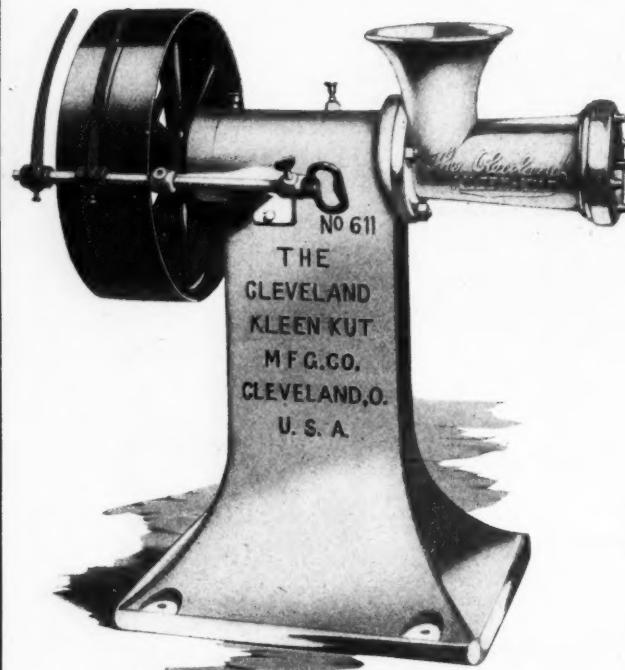
The Autocar Company, Ardmore, Pa.

Established 1897

Branches in 51 Cities

Autocar
gas and electric trucks
EITHER OR BOTH - AS YOUR WORK REQUIRES

FAR IN THE LEAD



Cleveland Kleen-Kut Belt Driven Equipment—

recently designed on entirely new principles, supplies the need for a most efficient meat grinder at very little cost.

The solid compact frame insures a sturdy, sanitary and safe machine.

The large roller bearings (placed far in the rear) mean more power and easier and smoother operation. The large Cleveland Kleen-Kut detachable cylinder using those famous flat sided plates, means no troublesome pin and pin troubles.

These belt-driven grinders are supplied in the following models:

The 511—a counter type model giving a capacity from 1,000 to 1,300 lbs. per hour.

The 611 and 711—regular floor types, each with greater meat cutting capacity.

Both of these models by their truly remarkable performance have pleased a large number of users already.

The Meat Chopper That Does More and Better Work and Lasts a Lifetime

For further particulars write

The Cleveland Kleen-Kut Mfg. Co.

5501 Denison Ave.,

Cleveland, Ohio

Are You Troubled With Steam in Your Plant?

Wet, soggy, beclouded packing plants should now exist only in the memories of packers of former days. The vapor can be removed, the drippage from the ceilings prevented and the plant kept in a comfortable working condition all the year around regardless of outside temperature or weather.

By applying a simple physical law, Skinner Bros. engineers have developed a method of removing vapor and moisture in packing plants that has brought in a new epoch in the age-old, all-important industry. For years these engineers have studied the problem of heating, ventilating and air conditioning packing plants.

Packing plants all over the country in which vapor no longer retards workers from doing their best work, and in which the air is kept constantly sweet and clear is evidence that these engineers have solved the problem.

The equipment recommended is a Skinner Bros. Steam Coil Heater, which takes up but a few square feet of floor space, or may be suspended from the ceiling. It requires no ducts and its installation in a plant working at capacity will not interfere with production. The heaters are portable and are set in place ready for operation in a few hours.

Exhaust Steam May Be Used

Skinner Bros. Steam Coil Heaters may be operated with exhaust just as well as with live steam, and at whatever pressure is maintained in the plant. Because of the flexibility of the system, operating costs are reduced to a minimum while the room in which the heater is installed will be kept comfortable and free of vapor.

Exclusive Features Impelling

The new exclusive Two Fan Four Inlet feature of the heaters eliminates all perceptible air currents while the equipment

is powerful enough in action to remove the vapor and cold spots in the farthest corners. No other equipment on the market can be compared with Skinner Bros. Steam Coil Heaters which are manufactured only by the original pioneers in this apparatus.

We Take the Responsibility

The performance of every Skinner Bros. Steam Coil Heater is guaranteed when installation is made as directed by our engineers. There is no guesswork. Skinner Bros. engineers investigate your problem, study it and make their recommendations. These engineers are at your service, and your calling upon them to prescribe the proper equipment for your packing plant, slaughter house, or casing department places you under no obligations whatsoever.

May we send you illustrated literature?

Skinner Bros. Manufacturing Co., Inc.

Engineers Designers Manufacturers
Serving Industry for More Than a Third of a Century

Home Office and Factories 1436 S. Vandeventer Ave., ST. LOUIS, MO.

Eastern Office and Factories 118 Bayway, ELIZABETH, N. J.

SALES OFFICES AND BRANCHES IN ALL PRINCIPAL CITIES

One-half to 500
horsepower



Expect *more* of your motors!

There is a tendency today to take motor dependability for granted and frequently to select motors on a basis of price.

This is a high tribute to the inherent dependability of the electric motor, but is it a safe course to follow?

If it were possible to foresee every condition to which a motor would be subjected in service, Fairbanks - Morse engineers would feel justified in building a less rugged motor—with less

electrical and mechanical stamina.

But since unexpected overloads do occur—since frames are subjected to abnormal shocks—since motors are sometimes neglected even in the best regulated plants, Fairbanks, Morse & Co. will continue to hold inflexibly to the policy of building motors that will meet the abnormal as well as the usual conditions.

Ask for Bulletin H334 covering F-M motors in all kinds of service.

High efficiency
Capacity for sustained overloads
Dust-proof bearings
Grease lubrication that prevents oil-soaked insulation
Lubricated only once a year
No shaft wear
Insulation that does not harden and crack
Exceptionally rigid frame construction
Jointless squirrel-cage rotor winding
Guaranteed by
FAIRBANKS-MORSE

FAIRBANKS, MORSE & CO.
CHICAGO

Manufacturers of Motors, Diesel Engines and Pumps

25 Branches Throughout the United States at Your Service

FAIRBANKS-MORSE
Pioneer Manufacturers
ball bearing motors





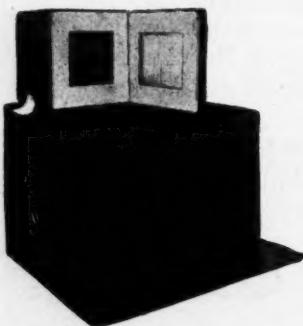
The RIGHT WEIGH -Always!

The World's Best Scale places the question of weighing on a new basis and in a new light. With this portable automatic heavy duty scale you are certain of the exact weight at a glance. It is constructed on the spring and lever principle which insures permanency, accuracy and dependability.

The **only** heavy duty scale that gives continuous user satisfaction. Nothing to get out of order. An added feature is the dial which shows instantly the Gross, Tare, and Net weight all before the eyes at one time. No fussing with the uncertainties of a tare beam. No possibilities of errors. Capacities 250, 500 and 1000 pounds.

Let us give you interesting facts on this profit saving scale.

The STANDARD COMPUTING SCALE COMPANY, INC.
Detroit, Mich.



No need for shipments with ice this summer

Spring is just around the corner, bringing with it the hot days of early summer, and losses of goods spoiled during shipment. But changeable weather—temperature fluctuations—have no effect upon perishables protected the Balsa Box way.

Balsa boxes are proof against both heat and cold. They keep the cold inside

and the heat out. They deliver your product in the same condition that it is packed. Heavy ice packs are not needed when you ship the Balsa Box way.

Write for information about this unusual container. Prices will be quoted on boxes made to your specifications if you give sizes needed.

Seattle
Baltimore
Boston
Buffalo
Cincinnati
Langdon, D. C.
Peekskill, N. Y.
San Francisco

The Fleischmann Transportation Company

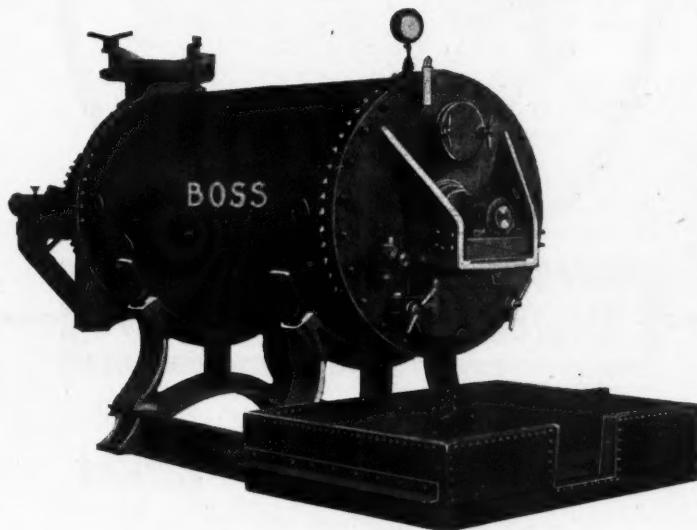
Balsa Box Department

New York
699 Washington Street

Chicago
327 S. LaSalle Street

“BOSS” Prime Rendering of Inedible Material Patents Pending

Produces the highest grade material in the least time, and at the lowest cost of operation, as proved by side-by-side tests with other systems. **Why?** Because it is a new improvement over other old impractical ways of rendering fats with chunks of carcasses or large bones. When fats are cooked with whole bones and chunks of carcasses, the fats are overcooked before the bones are digested; cooking in this manner requires double time and produces inferior finished product.



“BOSS” Cooker with Percolator

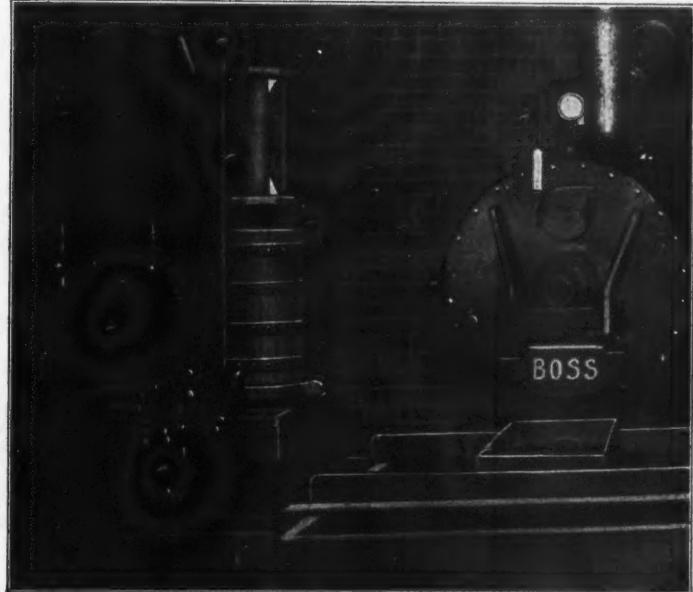
“BOSS” Prime Rendering of High Grade Lard

in “BOSS” Cookers
in 1½ to 2 hours

assures uniform results in color
and bleach.

Agitators constantly submerge unrendered fat and cracklings in hot liquid lard, causing rapid, complete separation of fats from tissue. This accounts for additional yield in lard and small percentage of cracklings.

Use the “BOSS”
And Save the Loss



Hydraulic Press. “BOSS” Cooker with Strainer

THE CINCINNATI BUTCHERS’ SUPPLY CO.

CHICAGO BRANCH
3907-11 S. Halsted St.

Killing
Outfits

Manufacturers
“BOSS” Machines

Sausage & Rendering
Outfits

Factory and Main Office: 1972-2008
Central Ave., CINCINNATI, OHIO

12 Packing Companies

Now Using

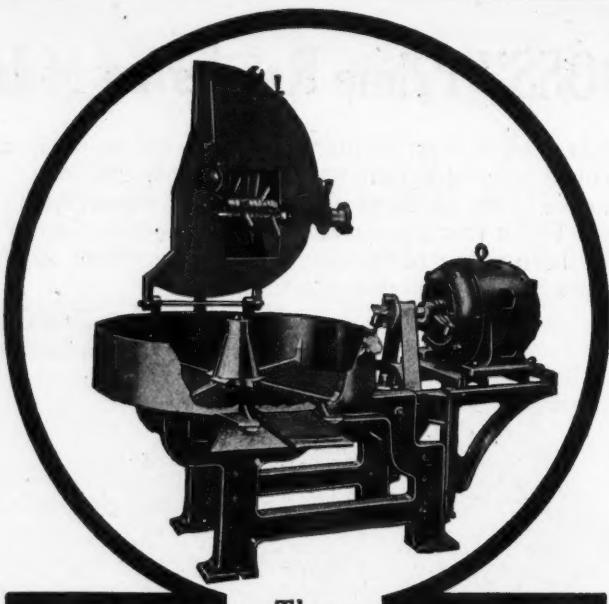
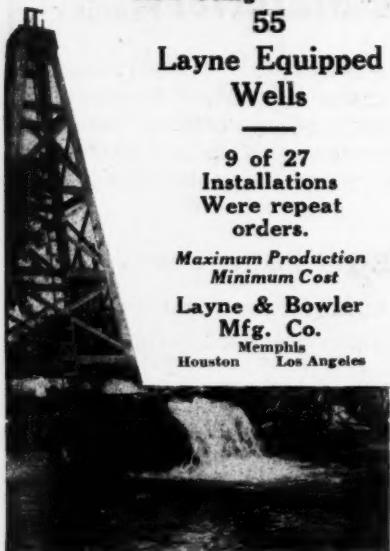
55

Layne Equipped
Wells

9 of 27
Installations
Were repeat
orders.

Maximum Production
Minimum Cost

Layne & Bowler
Mfg. Co.
Houston Memphis
Los Angeles



The
Perfection Silent Cutter



TANK CHARGING CART NO. 27

Watertight, round-nose truck of
heavy gauge galvanized steel. Easy to
clean. Mounted on 40" dia., 3" face
steel wheels.

OVERALL DIMENSIONS

Length	Width	Depth	Weight
Tank 60"	29"	22"	
Truck 74"	45"	51"	350 lbs.

MARKET FORGE CO.

EVERETT, MASS.

Making Trucks and Racks Since 1897

Write for our catalog

Somebody Is in the Market

for a new Silent Cutter -right now. We ask the
Sausage Maker or Packer to at least investigate
the merits of the new

Perfection Silent Cutter

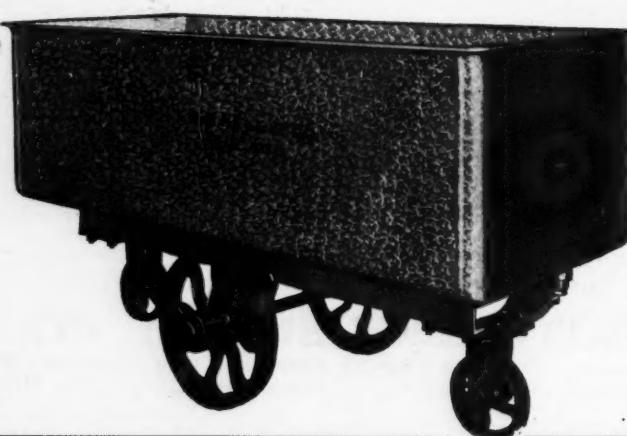
It's not an experiment — rather the result of 30
years of experience.

You'll be pleasantly surprised if you ask present
users about the merits of this machine.

Why not write us today?

R. T. Randall & Co.

331 and 333 N. Second St., Philadelphia, Pa.



Oleo Seeding Truck No. 64

equipped with

Hyatt Roller Bearings and
Alemite Lubricating System

The most durable truck on the market,
also most easy to handle.

Heavily galvanized after making.

Trucks can be made in any sizes, as
desired.

Write for prices

B. F. Nell & Company
620 W. Pershing Road Chicago, Ill.

Do You Know



**that your old aluminum ham boilers
are worth good money?**

Our exchange plan, inaugurated a year ago, wherein we accept old aluminum Ham Boilers in exchange towards the purchase of new ones, has worked out so successfully we have decided to continue same indefinitely.

Why not investigate your ham boiling department, and sort out those you desire to exchange now, so you will be in readiness when the season opens.

Ham Boiler Corporation

1762 Westchester Ave.

New York City

Factory: Port Chester, N. Y.

European Representatives: The Brecht Co., 6 Stanley St. Liverpool and 12 Bow Lane, London

Canadian Representative: Gould Shapley & Muir Co., Ltd., Brantford, Ontario

The "Enterprise" No. 1156 Chops 3,000 Pounds an Hour

For the sausage maker or packer who desires this capacity, here is the ideal chopper.

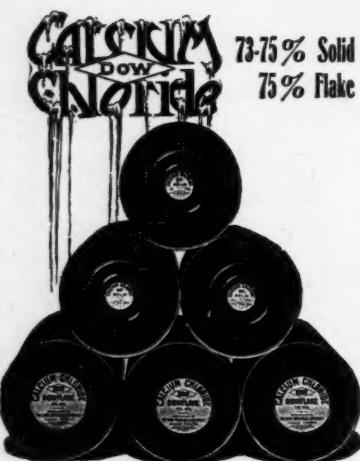
The distance from ring to floor is 26½ in. Permits carrier to be run under chopper.

Fitted with 7½ h. p. motor, it is a fast, power machine.

The No. 1156 is economical to operate and high in production efficiency.

THE ENTERPRISE MFG. CO., OF PA.,
Philadelphia, U. S. A.

No. 1



A commercial product of highest quality.
Manufactured especially for the refrigeration trade.

Booklet on Alkalinity—Ammonia Leaks
—Corrosion and Complete Refrigeration Table on request.

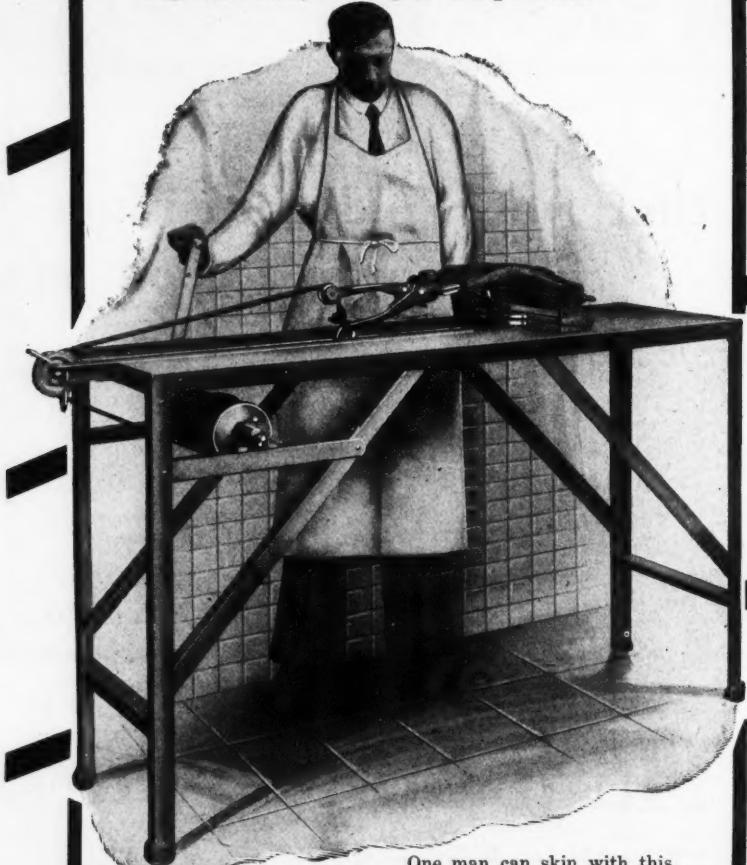
Stocks in principal Commercial Centers

THE DOW CHEMICAL COMPANY
Midland Michigan
NEW YORK SAINT LOUIS

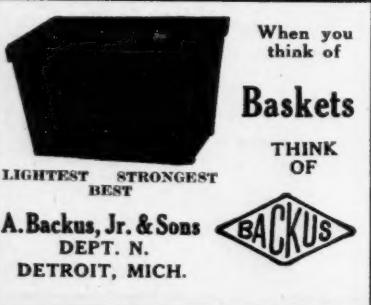
The Calvert Bacon Skinner

The Calvert bacon skinning machine is designed for taking the skin off the smoked breakfast bacon for slicing purposes.

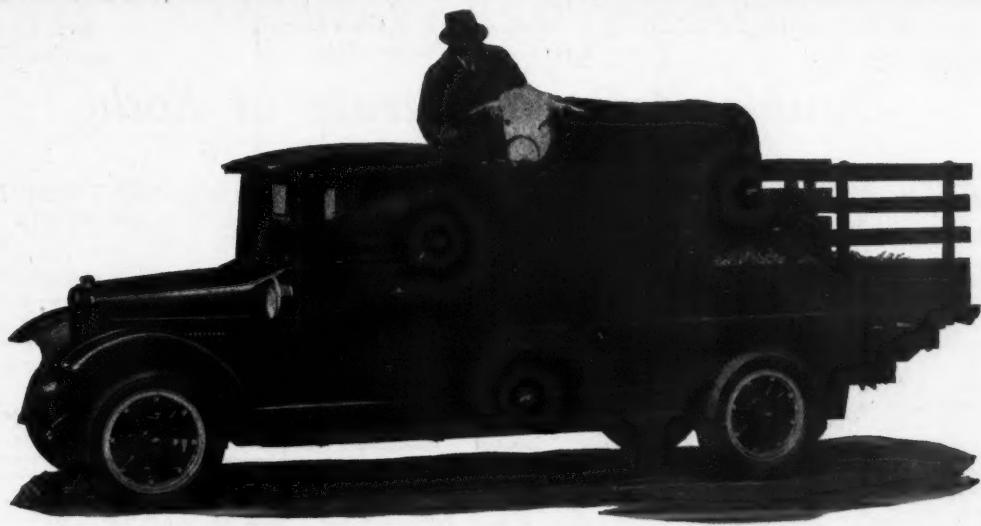
The great advantage of this machine is the rapid skinning of the bacon, and the great saving in waste.



One man can skin with this machine, in an hour, more than two men can skin by hand in a whole day. When skinning by hand it is impossible to get all the fats from the rind, and the machine takes this off perfectly clean. There is a saving of at least from 3 to 5% waste fat which is left on the rind by performing the operation by hand.



The Calvert Machine Co.
1606-1608 Thames St. Baltimore, Md.



Everywhere These Trucks are Popular

THE HUGHES PROVISION COMPANY

CLEVELAND, OHIO

The provisioner can easily fit his exact hauling needs from the International Truck line. Sizes range from the 2,000-lb. Speed Truck, and the 3,000-lb. underslung Speed Truck, shown above, to the 10,000-lb. Heavy-Duty Model.

Cash in on the service of the world's largest Company-owned truck service organization. International has 112 branches in the U. S.

International Harv. Co. of America,
2905 Chester Avenue,
Cleveland, Ohio.

January 21, 1926.

Gentlemen:

It is a pleasure to recommend the International Model SL Truck which we used in transporting the Grand Champion Steer to our various markets.

As we paid the record price of \$3.05 per pound or a total of \$3,904.00 for this steer we naturally desired to give it all the protection and care possible while being transported to our Branches at Akron, Canton, Elyria and Youngstown.

After investigating several different trucks we decided the International Model SL was the one best suited for our purpose. Being of the underslung type, low down, it is very convenient for loading and unloading. Its easy riding qualities are of great advantage, no bumping or bruising against the sides of the truck.

Although we did not require any service on the road we felt perfectly safe at all times as there was either a Branch or an International Dealer in every city that we traveled through.

Yours very truly,
THE HUGHES PROVISION COMPANY,
W. Hughes, President.

INTERNATIONAL HARVESTER COMPANY
of America
(Incorporated)

606 S. Michigan Ave.

Chicago, Ill.

INTERNATIONAL HARVESTER TRUCKS COMPANY

Complies with
B. A. I. Requirements

REX BRAND

The King of Nitrates

Write for Prices
Immediate Deliveries

Double Refined Nitrate of Soda Prompt Shipment

STAUFFER CHEMICAL CO.
CHAUNCEY, NEW YORK
CHICAGO OFFICE: 111 W. WASHINGTON ST.

SAN FRANCISCO SALT REFINERY
SAN FRANCISCO, CALIFORNIA



CASINGS PRODUCE CO., Inc.
80½ Pearl St. New York City
TEL. BROAD 2558
Cleaners and Importers Sheep
and Hog Casings
E. E. SCHWITZKE, Pres.

SAYER & COMPANY, Inc.
Peoria and Fulton Sts., Formerly Wolf, Sayer & Heller, Inc. CHICAGO, ILL.
Sausage Casings and Sausage Room Supplies
New York London Hamburg Montreal Sydney Christ Church, N. Z.

J. H. BERG CASING CO.

Importers Sausage Casings Exporters
946 W. 33rd St. Chicago, Ill.

Sausage Casings
HARRY LEVI & COMPANY

842 WEST LAKE STREET Importers and Exporters CHICAGO

AUSTRALIAN Sheep and Beef CASINGS
BRITISH CASING CO., Ltd.
14 Casing Cleaning Factories Throughout Australia
Dried Gut Sydney, Australia Brokers:
E. G. James Co.
146 W. Van Buren St.
Chicago, Ill.

The Stockinet Smoking Process

U. S. Letters Patent No. 1,122,718.

Saves
Labor
Trimmings
Shrinkage



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation,
SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance
of Mr. Stockinet appearance

Numerous Packers Throughout the Country Are
Why Not You?

For Further Particulars Write or Phone

Thomas F. Keeley, Licenser

516 East 28th Street, Chicago, Ill. Telephone Calumet 0349

VATS
For Pickling and Curing Meat
Capacity 1400 lbs.
United Cooperage Company
1115 Fullerton Ave. Chicago, Ill.

PATERSON PARCHMENT PAPER CO.
PASSAIC, NEW JERSEY

April 3, 1926.

THE NATIONAL PROVISIONER

13

Sheep Casings “Your Kind”

Our facilities for Selecting
Sheep Casings insures your
getting just what you want.

Try us.

The Original Firm—Established 1868

S. OPPENHEIMER & CO.

96 Pearl Street
NEW YORK

HAMBURG
Luisenhof 8

LONDON
47-53 St. John St.
(Smithfield)

2700 Wabash Avenue
CHICAGO, ILL.

WELLINGTON, N. Z.
Boulcott Street

Foreign Correspondence Invited

Patent Casing Company

617-23 W. 24th Place, Chicago, Ill.

The Pioneer of Sewed Casings

Our Specialties:

Sewed Beef Casings

Sewed Hog Bungs

Sewed Bladders

Manufactured Under Sol May Methods

SAUSAGE CASINGS

THE BRECHT COMPANY

ST. LOUIS

NEW YORK

ESTABLISHED 1882

BUENOS AIRES

HAMBURG

THE

CASING HOUSE

BERTH. LEVI & CO., INC.

ESTABLISHED 1882

NEW YORK
BUENOS AIRES

CHICAGO
HAMBURG

LONDON
WELLINGTON

Cudahy's Selected Sausage Casings

CAREFULLY
CLEANED

Hog · Beef · Sheep

UNIFORMLY
SELECTED

The Cudahy Packing Co., U.S.A. 111 W. Monroe St., Chicago.

If equipment can effect a saving in your plant you are paying a tax equal to that saving until you install that equipment.—Henry Ford



The O. K. Shear, Kut Angle Hole Plates and Knives

WHY THEY PLEASE SAUSAGE MAKERS

From all over the country, manufacturers of quality goods who pride themselves on making only the finest product, especially summer sausage and pure pork sausage, are using the Superior No. 6-O. K. Plates and Knives in their grinders. The O. K. Knives and Plates make a clean cut product, retaining the binding quality of the meat. They do not crush or smear. They do not heat the meat. They double the life of the grinder and use only two-thirds the power.

The Plates are reversible and can be used on both sides. The holes are on

an angle and give the meat a free flow through the plates.

Knife arms are designed to hold the blades at proper angle, to cut with radius of holes, and do not push the meat through outer edge of plate against the cylinder wall.

The Superior No. 6 Plates contain one inch more cutting capacity, which means more holes than the old-style plates. For example, 5/64" plate contains 3,200 holes, or 1,200 holes more than the old style. The 1/4 plate has 1,240 holes or 158 more holes than the old style, and others in proportion.

The O. K. Shear Cut Plates and Knives are fully guaranteed. If not satisfactory after ten days trial your money will be refunded.

The Specialty Manufacturers Sales Co.

Represented by Chas. W. Dieckmann

Main Office

Chicago, Ill.

2021 Grace St.

H-P-M PRESSE

FOR
EVERY
HIGH
PRESSURE
REQUIRE-
MENT

THE HYDRAULIC PRESS MFG. CO.
ENGINEER BUILDER SINCE 1877
111 LINDEN AVENUE
MOUNT GILEAD, OHIO

H-P-M
HIGH PRESSURE HYDRAULIC
PUMPS PRESSSES VALVES

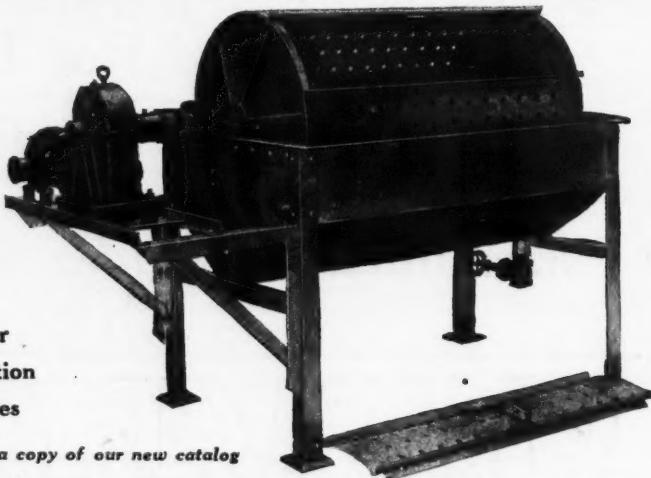
"FOR YOUR PRESSING NEEDS"

Smoke Stick Washing Machine No. 305

Saves
Labor
and
Fuel

Write for
Information
and Prices

Send for a copy of our new catalog



The Globe Company *Manufacturers of Packing House Equipment*
822-26 W. 36th Street, Chicago

HY-GLOSS
MARGARINE CARTONS

**Protect the
Product**

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

**National
Carton Company**
Joliet, Ill.

**The UNITED STATES
CAN Co. CINCINNATI**

Manufacturers of
Lithographed Lard
Pails, Cans and Sheet
Iron Lard Drums

Our customers are
our best advertise-
ment

We originate and
design labels that will
sell your goods



Write us for complete information

This Half Page Ad. Costs Money

It will be worth thousands of times its cost if it saves one **broken back**—if your back!

It will be worth many thousands of times its cost if it saves one life—and that life yours.

By putting you wise to the

One Only Absolutely Safe and Dropless Elevator.

For the man who has his own steam plant the Ridgway Elevator is the wonder elevator.

1. **It Runs Without Cost.**

We show how any school boy accurately tests it.

2. **It is Absolutely Fool Proof.**

3. **It Has No Repairs.**

The Ridgway Elevator could be called the Prosperity Elevator.

Every Concern That "Hooks 'er" Makes Money

Here is a sample of some thousands.

Standard Oil Co.

Ciatti, Peabody & Co.

H. J. Heinz Co. ("57")

Crane & Co. (Dalton)

Packard Motor Car Co.

United Gas Imp. Co.

Larkin & Co. (Buffalo)

General Electric Co.

Penn. R. R.

International Harv. Co.

Standard Underground

Cables Co.

John Wanamaker

John Morell & Co.

Christie Brown & Co.

(Toronto)

Firestone Tire & Rub. Co.

Consolidated Gas Co.

(N. Y.)

Remington Typewriter Co.

Lukens Steel Co.

Procter & Gamble Co.

(Ivory Soap)

E. I. Du Pont de Nemours

& Co.

United States Gov't

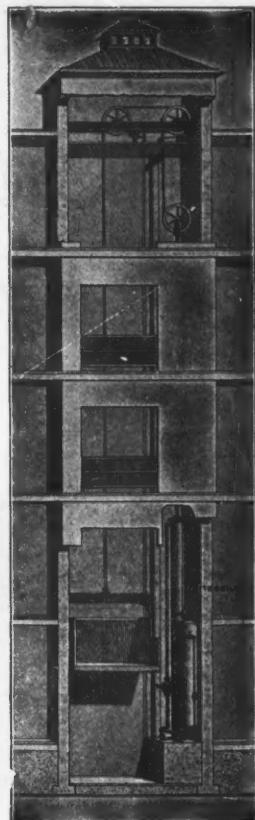
Sears, Roebuck & Co.

United States Steel Co.

Yale & Towne Co.



Double Geared



Direct Acting

When you have so important a machine as an elevator to buy why not investigate a little bit on your own account.

The Ridgway literature indicates why the Big Fellows are so keen to

"HOOK 'ER TO THE BILER"

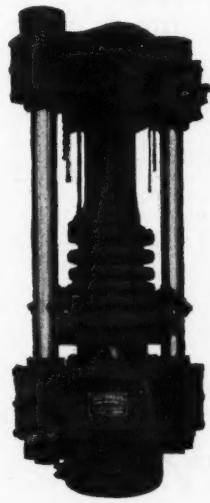
Craig Ridgway & Son Co.

Elevator Makers to the folks who know

COATESVILLE, PA.

Southwark Hydraulic Curb Presses

for PACKING, RENDERING and FERTILIZER PLANTS



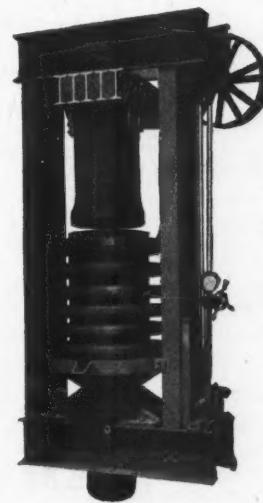
1130-ton, two-column
curb press

We build Hydraulic Curb Presses
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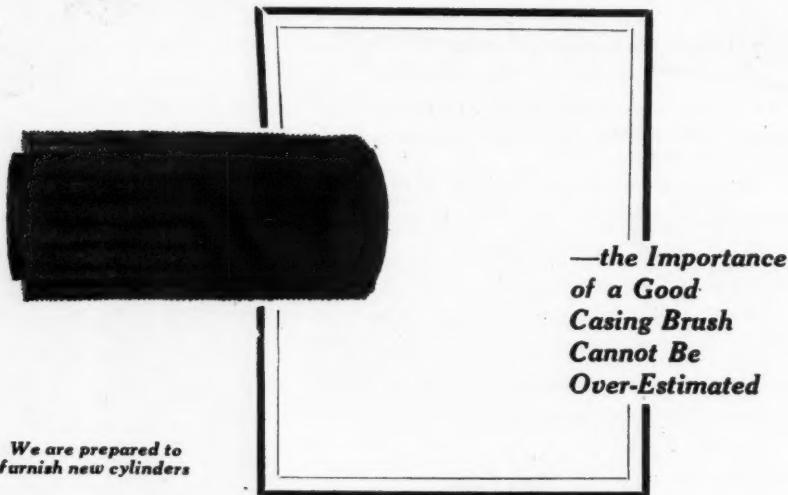
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No. 14

Rendering Methods That Make Money

Producing Kettle Rendered Lard By a System Claimed to Have Many Good Points in its Favor

III — A Dry Rendering Process for Lard

Open kettle rendering is the oldest method of producing lard. Also it is the simplest.

While open kettle rendering was universally used at one time, and while it still turns out a superior product, some experts claim the method possesses limitations which do not recommend it today for the production of the bulk of lard turned out by the packinghouse industry.

Cracklings resulting from open kettle rendering are said to contain too high a percentage of lard, which can be recovered only with difficulty and at considerable expense. Also they claim the color of the lard is not as attractive as is the color of the lard produced by other methods.

Due to these and other objections the open kettle method of rendering was less generally used as packing plants grew in size, and as they came more and more under the sway of modern business methods. It was believed to be more profitable to produce lard by other means.

Today, open kettle rendering is used, for the most part, to produce lard where quality is the first consideration.

Search for a New Method.

Because of the better quality of open kettle rendered lard, much thought and study have been given to devise a rendering method that will turn out a product equal or better in quality than that produced by the open kettle method, and which would fit in better with modern packinghouse practice.

New rendering processes which have been developed and placed on the market during the past few years have been the result. The latest of these is the one known as the dry rendering method for lard.

In dry rendering the fats are ren-

dered in a steam-jacketed, horizontal kettle. This kettle is equipped with a mechanical agitator. During the rendering process this agitator keeps the cracklings submerged. This results, it is claimed, in a more thorough rendering, so that there remains a much smaller percentage of lard in the cracklings after the operation is completed.

Perhaps no development in packinghouse methods or processes in recent years has caused quite as much discussion as has dry rendering. Today it is being used quite extensively. Following are some of the claims its advocates make for it:

What Dry Rendering Does.

Dry-rendered lard is of good flavor and has good keeping qualities.

It possesses a color equal to that of prime steam lard.

The bleaching qualities of dry-rendered lard are equal to those of prime steam lard.

Time Is Money

Does it take you eighteen hours or more to render a batch of lard and pack it for retail sale?

Would you be interested in decreasing the time necessary to do this to five or six hours?

Dry rendering is said to do this. It is one of the latest developments in rendering practice.

What do you know about it, Mr. Packer? What will it do toward reducing cost and increasing profits in your rendering department?

Here is a discussion of this new rendering method, written by an expert.

A batch of lard may be rendered and placed in packages for retail distribution in 5 hours.

The dry rendering system eliminates considerable equipment.

Dry rendering produces a greater yield of lard and cracklings higher in protein.

The installation and operating costs are lower.

The article which follows discusses the dry rendering method in detail, and compares it with other rendering processes. It was written by John J. Dupps, Jr., of the Cincinnati Butchers' Supply Company, and is another of the series on rendering processes which is appearing in THE NATIONAL PROVISIONER from time to time.

The first article in the series described a late development of the wet rendering method, known as the new Berrigan press. It appeared in THE NATIONAL PROVISIONER of April 25, 1926.

The second, in THE NATIONAL PROVISIONER of Jan. 23, 1926, dealt with what is known as the Laabs system of steam vapor rendering.

Dry-Rendered Lard

By John J. Dupps, Jr.

The subject of dry-rendered lard has been given a lot of discussion, a lot of thought, and a great deal of experimental work has been done.

Everybody in the meat packing industry is interested in this subject, as many believe that dry-rendered lard is superior to pressure or prime steam, not only in flavor but in keeping quality as well.

Dry rendering is advantageous in the handling of lard products, as there is no steam or foreign matter introduced into the product being rendered. Therefore, if fats are handled fresh and sweet there is no possibility of deterioration in dry rendering.

Open Kettle Lard Most Desired.

Open kettle rendering, which is the original rendering method, is still employed to turn out high quality lard.

This lard sells a few cents higher than refined lard because of its flavor, purity and successful keeping qualities. Bakers, cracker manufacturers and many housewives demand open-kettle rendered lard.

after they have once tried it and discovered the nice flaky pie crusts, etc., that can be made with it.

Kettle-rendered lard is dry rendered. Then, if dry rendered lard is so desirable, the question arises, "Why are prime steam and refined lard made?"

Only recently developments in dry rendering have enabled the disposal of all lard materials by the dry method, so that up to this time prime steam tanks have been used extensively.

In prime steam tanks it is possible to throw all materials for rendering into the same tank. The tank is then closed and cooked at a 30 or 40 pound direct steam pressure (into the product) for four or five hours, after which the tank is allowed to settle, the lard drawn off, the sludge pressed and the tank water skimmed and evaporated.

The product of fats rendered by this method is known as prime steam lard and on this basis it is sold, in accordance with Board of Trade specifications.

Lard Refining Methods.

Very little, if any, of the product reaches the consumer in this form, the lard being further processed and refined in the following manner:

Fullers' earth or some other refining material is added to the lard. It is thoroughly heated and agitated, then run through a filter press, where the filtering agent is removed from the lard, and at the same time the lard is bleached and all foreign substances are removed.

After filtering, the lard is either run over a lard roll or into an agitator (sometimes both), then drawn into packages for final consumption. This process generally extends over a period upwards from 18 hours.

Different Flavor in Lard.

Summing up this pressure-rendering



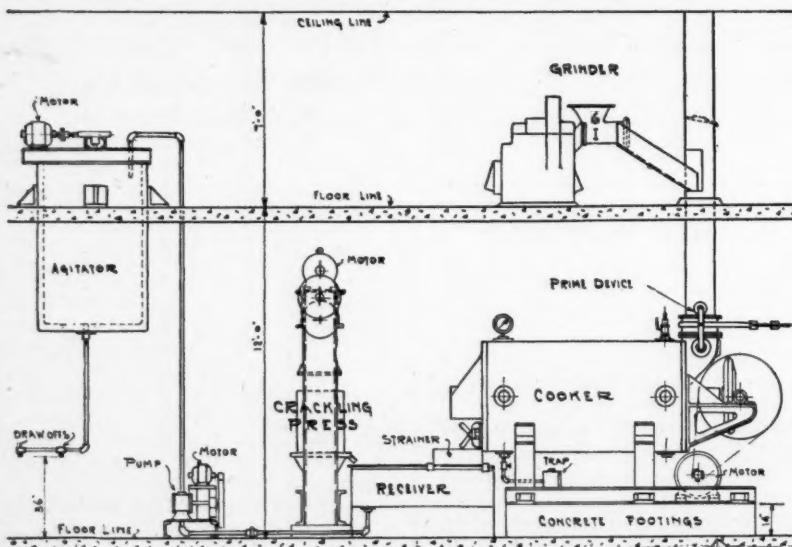
JOHN J. DUPPS, JR.

process closely, we have first the lard stock, then the diluted lard, and finally the refined lard. The final product is lighter in color, but has an oxidized flavor. This oxidized flavor is the result of high cooking temperature and treatment with fullers' earth.

It is believed that this oxidized flavor in lard has made it easier for vegetable oil compounds to compete with the pure lard, as they, too, have an oxidized flavor.

Another reason prime steam lard took preference in manufacturing over open-kettle-rendered, or dry-rendered lard, was because of the inability to reduce the high grease content of the cracklings and the high crackling yield in dry or kettle rendered lard.

Now, the principal reason for high crackling yield is improper agitation and improper melting temperatures.



LAY-OUT NEEDED FOR DRY RENDERING LARD.

This drawing shows the equipment needed to render lard by the dry method. The material is fed into the grinder on the second floor, and after being ground it goes into the cooker on the floor below.

Here it is dry-cooked until the lard is rendered out, when it is drawn off through a strainer into a receiving tank. From this point the lard is pumped to the agitator on the floor above, from which it is drawn off by means of draw-off cocks on the floor below.

Cracklings are put in a press located beside the receiver, into which the lard from the press is allowed to drain.

In ordinary open kettle rendering, 50 per cent of the cracklings that go to the press still contain 20 to 40 per cent fat that has not been rendered out. This is due to the cracklings coming to the top of the melting kettle before they are rendered out. With the old methods it has been difficult to submerge these cracklings and render them thoroughly.

These cracklings often go to an inexpensive, poorly-designed press to be pressed out. However, when analyzed they generally contain from 18 to 30 per cent fat. It seems impossible to reduce this percentage properly by any press, if the cracklings are not properly rendered before being placed in the press.

It was discovered that the lard melting kettle would give excellent results if of the horizontal type, and arranged with properly designed agitators to continually submerge the cracklings and thoroughly render them out.

Getting Proper Color in Lard.

The color proposition has always been another serious one in open kettle or dry rendered lard. But this has been overcome by a recently-designed cooking device, with which it is claimed lard equal in color to prime steam is now produced by rendering without the use of high internal pressure, high temperature or vacuum pumps.

The bleaching qualities of prime dry-rendered lard are also equal to prime steam lard. But it is not recommended that the bleaching be done, as it is detrimental to the flavor, and is not necessary.

Recent laboratory readings made from cookings consisting of 70 per cent cutting fat and 30 per cent killing fat, revealed the following:

Original sample:

Free fatty acid 0.28
Color (5 1/4 in. column)
Yellow 9.0
Red 1.6
Titre 37.4

The material charged in this test was cutting fats with skin, etc.

Complete Rendering in 5 Hours.

With this improved system it is possible to completely render a batch of lard and put it in packages for retail distribution within five hours.

This method is as follows: Lard stock is charged into the cooker, in which it is cooked for two or three hours, after which it is drawn into the receiver, where it is allowed to settle. It is then run over the lard roll or into the agitator, from which it is pumped into packages.

This system eliminates the slush box, evaporator, clay kettle, pump and filter press. It produces greater yield in lard, a crackling 80 per cent protein, and the highest grade lard with best-keeping qualities.

Cracklings Used in Sausage.

The cracklings produced can be ground fine and used as an excellent binder in sausage, as they have a very high gelatinous and protein content, or they can be made into the highest-grade animal feed.

Plants which have installed this system are said to have been unable to fill their lard orders, while previous to the installation of this system the problem often was to dispose of the lard at a reasonable profit.

The simplified method greatly reduces the installation cost, as well as the operating costs, and is claimed to produce a very high grade finished article.

American Packers and Packing Plants

Big New Canadian Plant, Erected in Seven Months, Embodies Several New Ideas in Construction and Operation

XI — Harris Abattoir Company, Ltd., Winnipeg, Canada

[EDITOR'S NOTE.—This is the eleventh of a series of articles which will appear from time to time in THE NATIONAL PROVISIONER describing American packinghouses and their founders and operators.]

Not many present-day big meat packing plants can boast of being completely constructed and equipped in seven months.

Yet the new plant of the Harris Abattoir Company, Ltd., at St. Boniface, near Winnipeg, Canada, was handled that

cially opened by Sir James Aikens, Lieutenant Governor of Manitoba, practically all of the various departments were in operation.

Novel Features of Construction.

The plant is thoroughly modern and up-to-date in every respect, and contains a number of unique labor-saving systems and devices. Only the latest approved machinery and equipment is to be found in it.

One feature of the new plant that attracts special attention is the relatively large cooler building.

This was designed in this manner to permit the incorporation of all cooling rooms of the lard and sausage departments within the cooler block. By this means all cooler departments are isolated in one building, which effects economies in refrigeration, and also permitted savings in construction.

Livestock and Traffic Facilities.

The plant, which has a floor area of 244,000 square feet and a cubic content of 3,700,000 cubic feet, is located on twelve acres of land ideally situated for the purpose. It is in close proximity to the Union Stock Yards, and the north boundary of the property is a concrete highway (Marion Street) leading to the markets of Winnipeg and other cities.

How advantage is taken of the situation is revealed by a survey of the plant. There are 7,300 feet of railroad trackage around the plant. Coupled with the long shipping dock, this enables the plant to load 19 cars at one time without the necessity of switching. The driveways from the Union Stock Yards are immediately in the rear of the plant. Livestock purchased by the Harris Abattoir Company is led directly into the plant through a concrete runway on the outside of the building and delivered to the fourth floor, where the cattle are killed, or to the fifth floor, where the hogs are killed. From these floors the

carcasses and parts descend by gravity to the different departments.

Laid Out for Convenience.

The plant is laid out to function with a minimum of interchange of labor from one department to another, and is so disposed in relation of one department to another that the operations can be doubled without increasing the distance of movement.



JAMES HARRIS.

speedily. That it is a large plant may be seen by the fact that it has a capacity of 800 cattle, 4,000 hogs and 2,000 sheep daily.

On March 25, 1925, the ground at the site of the plant was frozen and covered thickly with snow. By September 25—six months later—the plant was sufficiently completed to begin killing cattle.

On October 17, when the plant was offi-



J. S. MCLEAN.

The beef cooler on the third floor has a capacity of 2400 sides. This is kept at a constant temperature of 35 degrees F., not more than one degree variation in temperature being experienced at any time, due to the perfect control installed to maintain this temperature.

Beef sides are discharged from the beef cooler to the loading platform by a two-stage, opposed, push-button control ele-



NEW PLANT OF THE HARRIS ABATTOIR COMPANY, LTD., AT WINNIPEG, CANADA.

vator. Such an arrangement is simple and efficient, and materially saves space, time and labor.

The hog-killing room is on the fifth floor and the cooler is on the third floor. Advantage is taken of gravity in conveying hog products and by-products to the different departments for processing, to the cooler, cellars and shipping departments.

The hog cutting room is on the second floor of the plant. Here the carcasses are cut into Wiltshire sides, hams, bacon, and other cuts. The hogs are delivered to the cutting room from the cooler by a conveyor, and automatically deposited on the traveling cutting table. From this department the various cuts are sent to the curing cellars, sausage room, etc.

For the most part, the various cuts are cured in casks, but for the curing of Wiltshire sides large concrete tanks have been built.

Latest Devices for Conveying.

Running in front of this series of tanks is a conveyor which facilitates the removal of one batch of sides from one tank to the next in a series of processing operations necessary for completing their preparation.

When the various cuts are cured they are taken back by conveyor to the second floor for packing.

The enclosed car-loading platform is 24 feet wide. Products boxed in the various departments are delivered to the loading

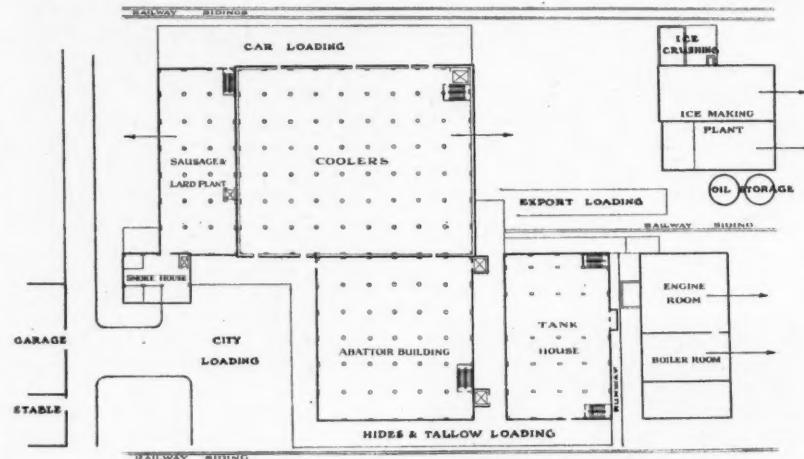
platform by a special spiral conveyor, which connects with all of the departments in which such packing is done.

The rendering plant is a combination of wet and dry rendering for edible and inedible tankage respectively.

Departments for the preparation of

are imported and treated for the making of compound and similar products.

The relatively larger size of the cooler building as compared to the manufacturing building, as shown on the plan and cross-section of the plant, is accounted for by the fact that all of the cooling rooms



GROUND PLAN OF THE HARRIS PLANT.

The Harris plant at Winnipeg is compactly laid out, as this ground plan shows. The abattoir building, coolers, sausage room and smoke house are conveniently arranged for rapid and economical production.

stock food are installed to provide the nitrogenous food element to balance the Western grain ration.

Crude cottonseed oil and similar oils

used in connection with the lard and sausage departments are incorporated within the cooler block.

The cooler departments thus become isolated, with all of the cooler divisions within one building. This tends to diminish refrigeration losses, and to cut down construction costs.

New Idea in Refrigeration.

A departure from the usual procedure in meat packing plants was made in the refrigeration department of the Harris plant. Refrigeration is provided by two duplex, double-acting, two-stage ammonia compressors operated by synchronous electric motors. These prime movers have full automatic push button control. The two-stage compressors function for cooling brine by means of shell and tube coolers.

This arrangement localizes the ammonia piping and connections within the engine room and minimizes the possibilities of ammonia leakage.

Brine is maintained at a temperature of 20 degrees below zero. The calcium brine is circulated for all uses through a balanced brine system. The coils are of galvanized pipe with all joints welded.

Sharp freezers, storage freezers, hog and beef coolers, and storage cellars, as well as the lard coolers, are upon the one system. The hog and beef coolers are also provided with a local circulation of brine over the coils using the nozzle system of distribution.

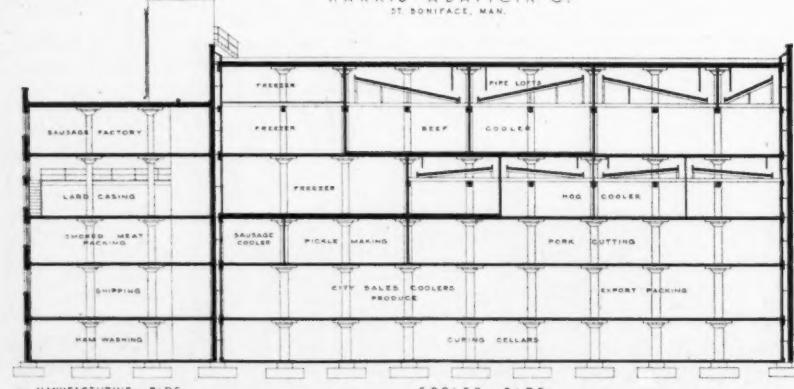
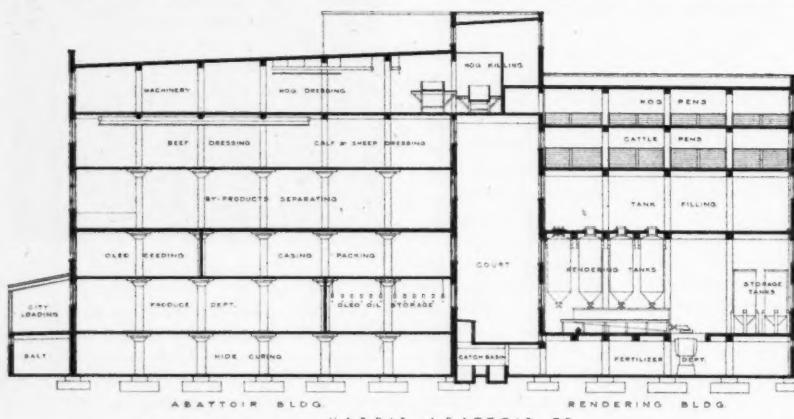
Advantages of the System.

This system of refrigeration has many advantages. It is simple, may be easily extended, and is flexible and elastic far beyond the usual packing plant arrangement, which usually requires two or three back pressures if operated on ammonia or brine, or a mixture of these. It permits a relatively small installation of piping for radiation, and the cold supply is immediately available for an unusual demand.

Like many other big industries in Canada, the Harris Abattoir Company, with head offices in Toronto and 17 branches in the East, had a small beginning.

It was started by William Harris, an Englishman, who came to Canada in 1870 at the age of 19. After going through all

(Continued on page 46.)



BUILDINGS DESIGNED FOR GREATEST EFFICIENCY.

The side elevations of the abattoir and cooler buildings, shown here, give an idea of the extremely efficient layout of the Harris plant.

In the abattoir building, above, hogs are killed on the top floor, and all hog products and by-products are carried by gravity to the floors below.

The big cooler building, below, is also arranged to use gravity in moving product. The coolers are on the top floors, while the cutting rooms, etc., are below them. The sausage room, smoke room, etc., are convenient to this building.

Discuss Sales and Construction Problems

Principals and representatives of a large number of meat packing companies throughout the country were in Chicago this week to attend sectional meetings of the Institute of American Meat Packers held on Thursday and Friday.

More than 80 packer representatives attended the meetings—the attendance being about equally divided between the Engineering and Construction sectional meetings held on Wednesday, and the Sales and Advertising sectional meetings, held on Thursday. Great interest was shown at both meetings in the talks that were given, and practically every talk was followed by an interesting general discussion.

The program for the Engineering and Construction section was arranged by H. P. Henschien, program chairman, and the program of the Sales and Advertising section by Carl Fowler, F. G. Duffield and George R. Cain.

Engineering and Construction.

The meeting of the Engineering and Construction section on Wednesday was called to order at 10:00 a. m. by Allen Mackenzie, presiding chairman.

The first paper on the program was a discussion of paints adapted to packinghouse conditions by Dr. C. D. Holley, chief chemist of the Sherwin-Williams Company, Cleveland. He gave valuable advice respecting the selection of materials best suited to the packinghouse. Mr. J. O. Hasson, who supplemented Dr. Holley's remarks, explained how a number of large companies throughout the country had co-operated with the paint companies to develop a standardized list of paints which could be ordered by any branch of the company according to a standardized terminology.

Henry D. Teft, director of the Institute's Department of Packinghouse Practice and Research, discussed "Departmental Distribution of Steam Power Cost." He brought out many points of practical interest to those present.

Robert Clark, architect of Armour and Company, Chicago, spoke on "Structural Steel vs. Reinforced Concrete Construction in Packing Plants." Mr. Clark spoke from practical experience and explained where one type of construction would be preferable to the other in the various buildings which constitute a modern packing plant.

Heywood Cochrane, of the Carbondale Machine Company, Chicago, talked on ammonia condensers and water cooling towers. Mr. Cochrane discussed the latest development of ammonia condensers, explained the general principles of water cooling towers operated in connection with ammonia condensers, and discussed comparative tests of various types of condensers used in refrigerating plants. He illustrated his talk with lantern slides.

Packinghouse Cooler Problem.

"Distribution of Refrigeration in Packinghouse Coolers and Freezers" was discussed by Mr. S. C. Bloom of S. C. Bloom & Company, Chicago. Mr. Bloom dwelt on the economical distribution of refrigeration in packinghouse coolers, sharp freezers, storage freezers, and meat curing rooms, and described the principles of

operation, type, construction, and operation of various refrigerating systems.

Carl Wilkie, chief engineer of the Brennan Packing Company, Chicago, discussed "Practical Welding in Packing Plants." He explained, with the aid of lantern slides, the principles and practice of welding metals, and touched on the advantages of welded joints in mechanical work and piping around the packing plant.

Those present at the meeting of the Engineering and Construction section included: R. C. Clark, W. H. Scott, Myrick D. Harding, Frank P. Malone, Otto Sauermann, L. M. Gordon, C. H. Gustafson and Allen Mackenzie, Armour and Company, Chicago; Carl Wilkie, Brennan Packing Company, Chicago; Geo. G. McDonald and Jas. Smith, Cudahy Packing Company, Chicago; J. R. Stephenson, G. A. Billings and J. K. Stark, Cudahy Brothers Company, Cudahy, Wis.; J. C. Gillies, Wm. Davies Company, Chicago; D. G. Standler, G. H. Hammond Company, Chicago; H. M. Shulman, Hammond Standish & Company, Detroit, Mich.; W. G. Seyffert, Hately Brothers Company, Chicago; A. C. Hofmann, Jr., A. C. Hofmann & Sons, Syracuse, N. Y.; H. D. Teft, Institute of American Meat Packers; Fred Butler, Kingan & Company, Indianapolis, Ind.; J. H. Gehrmann, Kohrs Packing Company, Davenport, Ia.; R. J. Kincaid, Libby, McNeill & Libby, Chicago; R. G. Denton, Major Brothers, Mishawaka, Ind.; Theo. Huert and J. Arff, Oscar Mayer & Co., Chicago; B. T. McShane, Miller and Hart, Chicago; Geo. E. Rath, Rath Packing Company, Waterloo, Iowa; J. G. Haefner, D. P. Minard, D. J. Murray, S. P. Whiteside, W. Bellinghausen, A. H. Gaebler, A. E. Young, T. Ellis, D. Mackenzie and Wm. McDonald, Swift & Company, Chicago; L. Levy and C. P. Barnett, Wilson & Company, Chicago.

Sales and Advertising.

At the meeting of the Sales and Advertising Section on Thursday, the following program was followed:

Key Men of the Industry

REGION NO. 13—IOWA.

These are the Regional Chairmen of the Committee on Trade Extension of the Institute of American Meat Packers. Each in his district heads up a practical, effective working organization in touch with Institute activities.



J. W. RATH
(Rath Packing Co., Waterloo, Ia.)
Iowa District.

"Power and Mobility in Newspaper Advertising," by F. Guy Davis, western manager, Bureau of Advertising, American Newspaper Publishers' Association, Chicago.

"Intensified Local Advertising," by J. D. Sims, manager of Promotion and Merchandising, General Outdoor Advertising Company, Chicago.

"Preventable Wastes in Making Deliveries," by E. W. Turley, Autocar Sales Company, Chicago.

"Compensation for Salesmen: Straight Salary vs. Other Methods," by R. J. Joucken, branch house department, Cudahy Packing Company, Chicago.

"Why aren't Packers Better Merchandisers?" by C. H. Andrews, sales manager, Roberts and Oake, Chicago.

Attendance at the meeting of the Sales and Advertising section included the following:

R. J. Joucken, Don Smith and R. J. Laurance, Cudahy Packing Co., Chicago; John H. Boman, C. E. Post and E. H. Hoy, Cudahy Brothers Co., Cudahy, Wis.; H. O. Wetmore, Ivan Frank, C. S. Briggs, Harry J. Williams, J. Tom Turner, Ernest Kissling, Edward Sotek and L. A. Copley, Wilson & Co., Chicago; H. R. Chapman, W. H. Raymond, Beecher Starbird and T. F. Driscoll, Armour and Company, Chicago; J. A. Revelle, L. D. H. Weld, T. H. Menton, J. P. Spang, Jr., and G. R. Cain, Swift & Company, Chicago; A. C. Hofmann, A. C. Hofmann & Sons, Syracuse, N. Y.; Howard R. Smith, Shafer & Company, Baltimore, Md.; R. E. Buchanan and C. H. Grohsmeier, T. M. Sinclair & Co., Cedar Rapids, Ia.; R. A. Rath, Rath Packing Co., Waterloo, Ia.; H. J. Kohrs, Kohrs Packing Co., Davenport, Ia.; E. J. Focke, Wm. Focke & Sons, Dayton Ohio; C. H. Andrews, Roberts & Oake, Inc., Chicago; John D. Pollard and R. D. McKee, Allied Packers, Inc., Chicago; F. C. Crilly, Kuhner Packing Co., Muncie, Ind.; Fred Minifie and C. Fose, Oscar Mayer & Co., Chicago; W. D. Corning, Miller & Hart, Chicago; E. S. Papy, White Provision Co., Atlanta, Ga.; Leo Miles, Louisville Provision Co., Louisville, Ky.; Jay E. Decker, Jacob E. Decker & Sons, Mason City, Ia.; Myron McMillan, J. T. McMillan Co., St. Paul, Minn.; F. C. McDowall and M. S. Jerolaman, Foell Packing Co., Chicago; Wm. F. Schluderberg, Wm. Schluderberg-T. J. Kурдье, Baltimore, Md.; E. W. Turley, Autocar Sales & Service Co., Chicago; Paul I. Aldrich, THE NATIONAL PROVISIONER, Chicago.

PACKERS MEET AT 16 POINTS.

Packers in and around 16 packinghouse centers—stretching from Omaha on the West to Boston on the East, and from St. Paul on the North to Atlanta on the South—will gather in meetings next week to learn from representatives of the Institute what services are available to them. Two staff representatives of the Institute will attend each meeting.

At previous regional meetings great interest has been shown. More than 500 packers attended the two previous series of meetings. It is expected that the attendance at the meetings next week will equal, if not exceed, the attendance at the previous series.

The complete schedule of the meetings and the names of the Institute representatives follow:

Circuit No. I.—Detroit, April 5, 2:00 p. m., Sullivan Packing Company, Buffalo, April 6, 2:00 p. m., Buffalo Athletic Club, Cleveland, April 7, 2:00 p. m., Exchange Building, Cleveland Union Stock Yards. Cincinnati, April 8, 12:30 p. m. (luncheon), Business Men's Club, 8th and Race Streets, Cincinnati. St. Louis,

April 9, 1:00 p. m. (luncheon), Missouri Athletic Club, St. Louis. John C. Cutting, Director of the Department of Retail Merchandising, and Miss Gudrun Carlson, Director of the Department of Home Economics, will speak at the meetings on Circuit No. 1.

Circuit No. II.—Pittsburgh, April 5, 12:30 p. m. (luncheon), Pittsburgh Athletic Club. Philadelphia, April 6, 3:00 p. m., Manufacturers' Club, Phila. Baltimore, April 7, 3:00 p. m., Baltimore Association of Commerce, 22 Light Street, Baltimore. New York City, April 8, 3:00 p. m., 441 Lexington Avenue, New York City. Boston, April 9, 12:30 p. m. (luncheon), Chamber of Commerce, Boston. R. H. Hess, Director of the Department of Industrial Education, and H. R. Davison, Director of the Department of Waste Elimination and Live Stock, will be the Institute representatives on Circuit No. 2.

Circuit No. III.—Milwaukee, April 5, 2:30 p. m., Association of Commerce, 108 Mason Street, Milwaukee. Omaha, April 6, 10:00 a. m., Assembly Room, Swift & Company general offices, Omaha. Kansas City, April 7, 2:00 p. m., Kansas City Athletic Club. W. Lee Lewis, Director of the Department of Scientific Research, and Frank L. DeLay, Director of the Department of Organization & Traffic, will address the meetings on Circuit No. 3.

Circuit No. IV.—Louisville, April 6, 2:00 p. m., Brown Hotel, Louisville. Knoxville, April 7, 10:00 a. m., Farragut Hotel, Knoxville. Atlanta, April 8, 11:00 a. m., Biltmore Hotel, Atlanta. H. D. Teft, Director of the Department of Packinghouse Practice and Research, and H. L. Osman, Director of the Department of Purchasing Practice, will speak at the meetings on Circuit No. 4.

MEAT TRADE IN MARCH.

March was another generally unsatisfactory month for the American packing industry, according to the meat and livestock review for the month made by the Institute of American Meat Packers.

The demand for beef during March was slow and the markets for the dressed product were weak. The same was true, in general, of the lamb trade.

Although the pork trade was better in March than in February, hog prices remained relatively higher than the value of the products therefrom at current market levels, with the result that the month's operations were unsatisfactory.

Foreign demand for American meat products continued to be limited. Prices of meats in the United Kingdom advanced during the month, but still are below parity with the values prevailing here. The lard trade was very quiet.

On the Continent, lard trade was rather restricted. There was little demand for meats from any of the European countries, but a good demand for oleo oil.

The domestic demand for fresh pork products was about sufficient to take care of current production, although at times a surplus has existed in the Eastern markets, except in the case of lower-priced cuts such as shoulders, butts, and spare ribs. Prices of fresh pork cuts were about steady for the month.

There was a fair trade during March for smoked meats and the demand was sufficient to keep stocks pretty well cleaned up. The Easter trade, always an important factor at this season, was fair.

Hams and skinned hams, both green and pickled, showed firmer tendencies. The same was true of picnics and bellies. There was a good demand for green hams and bacon of light and medium weights.

The dry salt trade was slow. Several dry salt cuts are selling at relatively low levels. The quotations on light fat backs, for example, are lower than the average price of live hogs at Chicago.

The domestic lard trade has been good for this season of the year, although prices have been unsatisfactory.

Receipts of cattle during March were liberal, and prices, particularly on beef steers, fell off after the second week.

The demand for dressed beef was limited and the Eastern markets were dull and weak during most of the month, especially on heavy beef. This condition became most acute toward the close of the month.

Stocks of hides have been sold well up

to production, but prices continued to sag all the month.

Colorado and Nebraska lambs made up the bulk of the receipts. The liberal runs held prices down on all but the best handy weight lambs, and the trend was generally lower. The Eastern markets for the dressed products were dull and lower.

DEATH OF CHARLES W. PAYNE.

Charles W. Payne, of the firm of Payne & Reed, packinghouse brokers, Philadelphia, died at his home, 5120 Larchwood avenue, Philadelphia, on noon of March 30. He had been ill but a short time and news of his passing was a shock to the entire industry, in which he was a veteran and widely known.

Mr. Payne was born in the West and brought up in the packinghouse business, which he knew like a book. He was of an unusually genial personality and a man of high character whose acquaintances knew they could depend on him. These qualities stood him in good stead in the brokerage business, in which he was engaged in the West before removing to Philadelphia.

In the latter city he formed a partnership with John O'Neil in a brokerage firm, and this continued until about three years ago, when he formed a partnership with Frank C. Reed, under the name of Payne & Reed. This firm was one of the leading concerns in the East, as both Charley Payne and Frank Reed were regarded as pillars of the trade.

Mr. Payne was buried from his home on Saturday, April 3, and evidences of the esteem in which he was held throughout the country were manifest at that time in the attendance at the services and the large number of floral tributes.

MORE ARMOUR DIRECTORS.

Additions to its board of directors in keeping with the policy of encouraging participation by the public in the packing industry were announced this week by Armour and Company in connection with the annual meeting of stockholders.

Three new members will increase the directorate to nineteen and make the body more representative of the national character of the company's operations. The three are Sewell L. Avery, president of the United States Gypsum company; James H. Douglas, first vice president of the Quaker Oats company, and Philip L. Reed, treasurer of Armour & Co.

As now constituted, the Armour board includes two agriculturists, five manufacturers, three bankers, and nine packers.

SWENSON EVAPORATORS-

*The Recognized Standard
for Animal By-Product Liquors*

Swenson Evaporator Company

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HARVEY, ILL. (Chicago Suburb)

Our Experiment Station at Ann Arbor is equipped to make tests on a commercial scale (under the direction of Prof. W. L. Badger) on

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Correspondence on all subjects of practical interest to our readers is cordially invited.

Subscribers should notify us by letter before their subscriptions expire as to whether they wish to continue for another year, as we cannot recognize any notice to discontinue except by letter.

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THE NATIONAL PROVISIONER is put on mail trains in Chicago every Saturday before 11 a.m. It should reach you promptly.

If there is any delay, please save the wrapper, mark on it the hour of delivery to you by the carrier, and send it to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

This will aid us in obtaining proper service for you from the Post Office.

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Don't Rock the Boat!

If the first of the month stocks at Chicago are an indication of the meats on hand throughout the country, sweet pickle cuts should be in a strong position.

In spite of the dull foreign outlet, stocks of hams, shoulders, picnics and belies have declined, indicating that home consumption of the light volume of these cuts is relatively good.

Except for the flurry of the past few days, when storms have reduced the receipts of hogs and increased the price, the hog market has been seeking lower levels, but is still much too near 12 cents for comfort.

The average price of hogs at Chicago is some 2 cents below that at the same time a year ago, when hogs were near the peak of the year. But last year and the two years previous have been unique, and comparisons have less significance than would be true in more nearly normal years.

Operations throughout 1926 will probably have little relation to those of the past few years, as the stocks of meat, the runs of hogs and the consumptive demand all appear to be on a somewhat different basis.

Prices of product on hand cannot go below present levels if packers are to mark their results on the right side of the ledger. Hogs have been cut at a loss for a long time, and if further loss is suffered in the final disposition of product, only a very successful business all the rest of the year can keep the year's showing "out of the red."

Lower hogs for current put-down, and satisfactory price levels for stocks on hand, are important points to be kept in mind by every packer, particularly when he is tempted to cut prices to secure greater volume.

A Needed Credit Reform

The "fly-by-night" retailer, here to-day and gone tomorrow, is an expensive customer for the packer.

Margins in the packing industry are so narrow that contributions for the support and enrichment of the unscrupulous dealer can not be indulged in.

Such dealers have a credit rating which is generally not large, but their method of operation increases it enormously. They buy from each of a half dozen or more packers up to the limit of their rating, thus increasing their credit limit many times.

An example of the operations of the "fly-by-night" retail meat dealer recently occurred in a Southern city, where he

operated three markets. Naturally this man was a poor risk, but no packer large or small discovered this until it was too late.

When the break came it was found that he had operated similar markets at different times in widely-separated sections of the country. In his new venture he bought of a number of packers, all of whom extended him generous credit without making a thorough investigation of his credit standing.

When collections were so poor that the situation became acute, an investigation was made of his credit rating, and it was found that the combined obligations were far in excess of the dealer's rating. He and his personal belongings had disappeared, a transfer of such interests as he had was already made, and his creditors were left "holding the bag" for their money.

This is a fair sample of the floating, grave-digging operator in the meat trade—a poor credit risk and a reflection on the meat business. It would seem that he could be eliminated, if it were possible for credit departments of individual packers to consult some central unbiased agency, informed of the rating and practices of people doing business in the locality.

It would seem that all industries would find much interest in the development of such an agency in every city and section of the country.

A Tiny Little Mare's Nest

Press reports containing mysterious suggestions of something wrong with the meat industry have come out of Washington and were credited to an official of the United States Department of Agriculture.

These came on the heels of the exposure of irregular practices on the part of a cooperative livestock commission company at the Chicago Union Stock Yards, and suggested further investigations along that line, as well as in the meat industry proper.

The Secretary of Agriculture has come forward with the statement that the irregularities referred to took place several years ago and concerned only one small local Chicago packing house, and not the many other packers located there.

It is to be regretted that the desire to deal in sensational news should be such as to reflect in unwarranted fashion on a great industry, and on men who had spent years in helping to build up an efficient system for the safeguarding of the nation's meat supply.

PRACTICAL POINTS FOR THE TRADE

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Galician Sausage

A popular sausage at this season of the year especially with certain classes of foreign trade—is Galician, which is somewhat similar to Polish sausage. This is in good demand around the Russian Easter season, which is celebrated two weeks later than the regular Easter period.

An Eastern sausage maker writes as follows regarding its manufacture:

Editor The National Provisioner:

We have a good trade in mining districts and there is a ready sale there for Galician sausage.

We have attempted to manufacture this product but have not obtained the best results. If you can give us the proper formula and method of handling it will be greatly appreciated.

Following is the formula and operation directions for this product:

Meats:

20 lbs. fresh boneless chuck, trimmed
50 lbs. extra lean pork trimmings
20 lbs. extra lean pork cheek meat
10 lbs. regular pork trimmings

100 lbs.

Seasoning:

3 lbs. salt
2 oz. nitrate of soda or saltpeter
5 oz. peeled garlic
6 oz. ground white pepper
2 oz. ground coriander.

Method of Handling.—Grind the boneless chuck and pork cheeks through $\frac{3}{4}$ in. plate of hasher. Grind lean and regular pork trimmings through $\frac{1}{2}$ in. plate of hasher.

Weigh off in proper proportions and put all meats together in the mixing machine, adding seasoning and about 10 lbs. of ice water, and mix for about 4 minutes. Then deliver to stuffing machine and stuff in beef rounds, cut in 36 in. lengths, and casings tied on one end with 3-ply silver sail twine before stuffing.

Then stuff the casings to full capacity, and tie off the other end and link or twist in the center, so that the product will be hung on the smoke sticks in pairs.

Put in the cooler at 36 to 40 degs. temperature, and allow to chill overnight, which will give the meat an opportunity to cure in the casings.

The following morning put in the smokehouse at a temperature of 130 degs. for the first half hour, and the second hour raise to 160 degs., and at this period the product should show good color. Then gradually raise the temperature of the smokehouse to about 300 degs., and hold at this temperature for about 20 minutes, so that the product will thoroughly bake in the smoking process.

Then remove from the smokehouse and allow to hang in natural temperatures exposed to draft, so that the sausage will wrinkle.

Usually, trade will not accept wrinkled sausage, but in this case the wrinkles show that the product has been prepared the right way.

The trade demanding this sausage will

not be satisfied with sausage cooked in water. It must be baked in the smokehouse, and naturally dries out very rapidly after smoking, making the wrinkles appear on it.

It is usually found hanging on racks or from the ceiling of stores in the foreign settlements, where there is a very ready sale for this class of product.

To Make Jellied Tongue

A small Western packer says he has a good demand for jellied tongue in his nearby territory, and wants to know how to prepare it. He says:

Editor The National Provisioner:

We serve a territory within a rather small radius, but have a good trade desiring first-class product. We have a demand for jellied tongue. Will you give us directions for preparing this for quick use?

In preparing jellied tongues, the sweet pickle tongues should be cooked slowly until tender. Peel and press neatly into moulds while still warm. Cover with plain or seasoned gelatine and cool out at moderate temperatures.

If the tongues are the least greasy after cooking, it is advisable to wash them after cooking and skinning and before placing in pan or other receptacle. The tongues are sometimes pressed to get as much moisture as possible out of them.

Care should be exercised to see that the pickled tongues are pulled strictly at cured age if a first-class product is desired. Otherwise the binding qualities of the product may be impaired.

Instructions for preparing fancy S. P. tongues have appeared in THE NATIONAL PROVISIONER. They can be secured by subscribers by sending a 2c stamp with request to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp:

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name

Street

City

Enclosed find 2 stamp.

Hams for Hot Climates

A boiled ham dealer in the Far West contemplates shipping his product to Honolulu and Oriental points, and desires the following information concerning the proper method of paraffining boiled hams. He says:

Editor The National Provisioner:

Will appreciate your giving me the best method of paraffining boiled hams.

What should the temperature of the paraffin be for dipping the hams?

How long should the hams hang after being cooked before they are dipped?

Is it not advisable to keep hams to be paraffined out of the cooler until they are prepared for shipment?

Should the hams be dried off thoroughly with an electric fan before dipping?

Which in your opinion is the better way, to dip boiled hams before sewing in cloth or after the cloth is sewed on?

Will also appreciate any information you can give me as to the best method of wrapping hams and bacon for shipment.

In preparing boiled hams for shipment, long distances or to warm countries, it is well to give the hams a little extra cooking, perhaps an hour longer than the commercially boiled ham for domestic use. This eliminates a great deal of the moisture that would ordinarily come to the surface on an undercooked ham.

The question of handling is highly important. Boiled hams coming out of the cooking kettle, regardless of whether they have been cooked in molds or loose in the kettle, should not be handled until they are thoroughly chilled.

Chilling.—In this case the chilling should be in a very dry cooler of even temperature, and after the hams have been thoroughly set and have become firm, they should be hung in natural temperatures and allowed to dry off thoroughly.

Paraffining.—Then cover with heavy muslin, and dip in hot paraffin wax at a temperature of 180 degs.

Care should be exercised to see that the wax used has a melting degree of 118 to 120. This should be specified on requisitions when placing orders for wax.

Selection and Curing.—In regard to hams and bacon for shipment to Oriental points, care must be taken in the selection of meats for long shipments. The product must be fully cured, but not overaged.

Pull at strictly cured age, and do not give too much soaking. After being soaked and washed, allow to hang for several hours in a dry room to thoroughly drip off. Have the surface of the meats very dry before placing in smokehouse.

Smoking operations must be carefully watched, and when a good heavy color is produced and the meats are firm, remove from smokehouse and allow to thoroughly cool and dry.

Full directions for preparing ham and bacon for shipment to hot climates have appeared in earlier issues of THE NATIONAL PROVISIONER. Reprints can be secured by subscribers by sending a 2c stamp to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill., with request for this information.

Paraffin on Cured Meats?

An inquirer asks for information concerning paraffin coating on hams, bacon, etc. He says:

Editor The National Provisioner:

I notice some hams and shoulders, also bacon, on the market have the appearance of having been treated with a paraffin coating of some kind. This coating closes all cracks and creases in the meat, and greatly improves its appearance.

Will appreciate your advising just what this covering is; how it is made and applied.

Such treatment of hams and bacon is not followed in houses having federal meat inspection, and if this were done it would probably be by some concern serving a local trade.

Paraffin wax would be impractical for such use, as the skin side of the meat is not porous enough for the wax to stick to it, and the balance of the meat would probably be too greasy, so that the wax would not adhere.

The question of slicing bacon on the meat block would add another difficulty, as the wax would chip and present a bad appearance to the customer, thus destroying more business than it would build up, building far more business than it would build up.

In view of the narrow margin on cured pork products, it would hardly seem that an added cost such as that necessarily incurred in paraffining these products is warranted.

There seems little doubt but that good color obtained in the smoking process will give better results on smoked meats than any artificially colored product that could be put on the market.

Cracklings for Poultry

A subscriber in the South requests the following information:

Editor The National Provisioner:

Will you please give me information concerning the manufacture and mixing of poultry feed with expeller cracklings as the main constituent?

A commercial poultry feed, high in protein, can be made by using the following combination:

50 per cent cracklings

5 per cent ground charcoal

40 per cent ground grain (corn, wheat or mixed grains)

5 per cent gravel.

A feed of this sort would be something of a "conditioner," to be fed only once a day.

A formula containing less cracklings could be made up for a regular feed for poultry. This would consist of

20 per cent cracklings

70 per cent crushed grain

5 per cent ground charcoal

5 per cent gravel.

Grind the cracklings so that the pieces will not be too large for use in a mixed feed, and mix thoroughly with the crushed grain, ground charcoal and fine gravel.

The packages containing the product must specify the ingredients.

Before undertaking the preparation of such a product, it would be well to find out from the state department of agriculture just what the state feedstuffs law requires in mixed poultry feeds.

Operating Pointers

For the Superintendent, the Engineer and the Master Mechanic

WHAT PULLEY FOR POWER BELTS?

By W. F. Schaphorst, M. E.

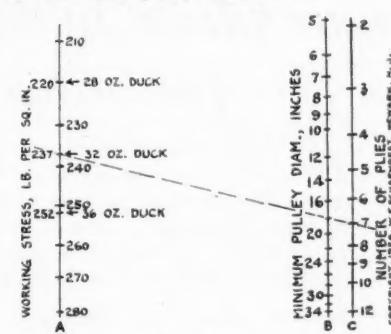
The accompanying chart tells almost instantly the proper diameter of pulley to use for any number of plies of rubber belting. It also takes into consideration any working stress ranging from 210 to 280 pounds per square inch.

It makes the problem simple by giving the three most common weights of duck in Column A: 28-ounce, 32-ounce, and 36-ounce, corresponding with 220, 237, and 252 pounds per square inch working stress respectively.

For example, if a given belt is made of 32-ounce duck and it is a 7-ply belt, what is the minimum pulley diameter?

To find the answer, run a straight line through the point in Column A corresponding with 32-ounce duck and the 7, Column C, and the intersection with Column B gives the answer as 18 inches, which is minimum pulley diameter.

In other words, simply run a straight line through the working stress, Column A, and the number of plies in Column C, and the intersection in Column B gives the minimum pulley diameter.



Because rubber belting is always made up in plies, this matter of minimum pulley diameter is important. Extremely small pulleys must be avoided if at all possible. Thus, Column B shows that no pulley smaller than 5 inches should ever be used with a standard rubber belt.

Or, on the other hand, this chart may be used for determining the maximum

Make Right

A packinghouse foreman with a lot of practical experience has been visiting a number of pork packing plants recently.

He kept his eyes open—and what he saw was a lot!

He will tell what he saw in THE NATIONAL PROVISIONER, and will draw some practical conclusions. There will be "Don'ts" and "Do's" all the way from the shackling pen to the curing cellars.

Watch for "The Foreman."

number of plies when the working stress and the pulley diameter are known, by simply running a straight line through the two known factors.

In other words, knowing any two factors, the third is instantly found by running a straight line through the two known factors.

This chart is based upon the following rule: Extract the cube root of the working stress in lb. per sq. in., multiply by the number of plies and divide by 2.4. The result is the minimum diameter of the pulley in inches.

To assist in the selection of a well balanced belt so that it will be neither too thick nor too thin, the following table will be useful. Thus, for instance, if the belt width is 10 inches, it is generally considered best not to use less than 4 or more than 6 plies.

Belt width, inches.	No. of plies, minimum.	No. of plies, maximum.
2	2	3
3	3	4
4	3	5
5	4	5
6	4	5
8	4	6
10	4	6
12	4	6
14	5	6
16	5	6
18	5	6
20	6	7
22	6	7
24	6	7
26	7	8
28	7	8
30	7	8
32	8	10
34	8	10
36	8	10
42	8	10
48	8	10
54	10	12

ALWAYS COOK PORK WELL.

That pork should be cooked well before it is eaten is generally understood, but now and then illness and even death occurs as a result of eating raw pork or sausage and other specialties made of pork that are eaten without cooking.

This practice is not uncommon, particularly among certain foreign-born residents, when they kill hogs at home and prepare their own products. Pork in general has sometimes come in for its share of criticism as a result.

The most recent advice of the government experts is as follows:

Raw or improperly cooked pork and pork products may cause the serious and often fatal disease, trichinosis.

This warning is issued by specialists of the Bureau of Animal Industry, U. S. Department of Agriculture, especially to persons who are in the habit of eating raw or insufficiently cooked pork products, including sausage containing raw or dried pork meat and intended to be eaten uncooked.

Recent reports received from several sources by the department indicate that a number of cases of illness and death have resulted from trichinosis. This disease, because of the similarity of the symptoms, is often mistaken for typhoid fever.

Trichinosis is painful as well as dangerous, and often affects all members of a family who have eaten raw, poorly cured, or insufficiently cooked pork. The ailment is caused by very minute parasites known as trichinae, but a temperature of 140° F. or higher renders the pork harmless.

Following are simple rules of food hygiene indorsed by Federal specialists:

Cook pork well until the meat has lost its red color throughout all portions, or at least until the fluids of the meat have become more or less jellied.

Federally inspected pork products of a kind prepared customarily to be eaten without cooking are safe since the inspectors require that all pork muscle tissue entering into such inspected products be subjected to a temperature sufficient to destroy all live trichinae.



A new place in the world for sausages

AND NOW sausages can be sold not only "over the counter" but "atop the counter" as well. Cellophane has enabled packers to present this popular product in its most enticing, attractive way; has enabled dealers to display it on the counter, a constant suggestion of appetizing appeal to the consumer.

Sausage is but one of the many meat products that, because of perishable nature, has heretofore been hidden away inside refrigerators, in showcases or boxes. A wrapping of crystal-like, transparent Cellophane does away with this. It is a veritable showcase in itself, making proper display possible, revealing the enticing properties of the product and at the same time protecting it from dust, dirt and contamination.

Send us a sample of your product. Let us show you how Cellophane protects and adds new sales appeal.

DU PONT CELLOPHANE CO., Inc.

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64 Wellington St., W., Toronto, Canada

**DU PONT
CELLOPHANE**

REG. U. S. PAT. OFF.

Cellophane is a new wrapping material—unusual because it's absolutely transparent. It is strong, impervious to grease or dirt, and comes in many colors and embossed patterns.

A Page for the Packer Salesman

Use Your Head!

Packer Salesman Needs Brains, Tact, Loyalty and Courtesy

There is all the difference in the world between an intelligent, wide-awake packer salesman and an indifferent, mentally lazy "order-taker." The first will create good will and build new sales for his company; the latter will make no impression at all, or else actually hurt his firm's reputation.

Out of his years of experience, a veteran packinghouse salesman names the following points that the packer salesman must observe if he is to rise above the order taker class:

1. Know your product thoroughly, and how it is made.
2. Be loyal to your firm; never run it down in the presence of customers.
3. Be tactful—think before you speak. Do not offend your customers.
4. Be polite and courteous—it pays big dividends.
5. Make your statements logical and sensible.

Many of the instances cited in the letter seem like little things—and so they are. But each did a great deal of damage both to the salesman's firm and to the salesman himself. A little thought would have shown the salesman—if he had been of the thinking kind—the harm he was doing.

No packer salesman can hope to succeed if he does not follow these five points carefully.

Out of a Long Experience.

Read what this packer sales manager says:

Editor THE NATIONAL PROVISIONER:

During eighteen years connection with the packing business, of which 12 years were spent on the road calling on jobbers and retailers, a man hears a great many salesmen talk and argue for their goods. Some are almost astonishing in the way of logic—or rather, lack of logic and tact—expressed in their conversations and actions in endeavoring to sell their prospect, and to hold their regular customers.

Just a Fool Statement.

One of the most absurd answers a salesman can give, when during his talk introducing a new brand of goods, is "Now, Mr. —, in order to get you started on this brand, I will make you a price of so and so."

The salesman might just as well finish by saying, "And after selling you a couple of orders, we will raise the price."

Any man with brains enough to keep him in business knows that a remark of that kind is just a bait. Oftentimes it is necessary to cut prices on new goods and new territories at first, but Mr. Retailer doesn't need to know, does he?

Queering Himself at The Start.

For several years I knew a packinghouse salesman who invariably pulled out his weekly statements and presented them to the customer before he opened his order book, no matter who the man was.

That policy is all right in some cases, but nevertheless it gives the merchant the impression that the salesman represents a tight, greedy firm. If Mr. Merchant happens to feel a little off color that day, a move like that is not going to jolly him up.

In Parkersburg, W. Va., a few years ago, I was waiting for a customer of mine to finish with a specialty man. During the conversation the salesman took out a pack of cigarettes and politely offered one to the merchant. The latter refused, with the remark, "No, thanks, I don't use the poison."

Right then a wise salesman would have put them back in his pocket and said, "Pardon me," or made some little remark of apology. But instead, this salesman took one himself and smoked it.

After a short time he left the store without an order. The buyer turned to me and said, "I needed a bunch of his goods, but he needs a lesson in courtesy."

I knew what he meant. Smoking is all right, but when a salesman can't abstain from it for the time he is in a customer's place of business, he had better consult a brain doctor.

Ought to Know the Business.

Not long ago I heard a packinghouse salesman and retailer talking business, and during their conversation the salesman answered "I don't know" to three questions pertaining to his firm's business and operations. One question was whether his people shot their beef or knocked it. They may have hypnotized it all he knew!

Most retailers expect a representative to be thoroughly posted in his line, and he should be.

Several years ago, during a railroad strike, I heard a customer ask a salesman why the sudden raise in pork cuts, which was five to six cents. The salesman replied, "Because we are the only firm who have any."

This was true, but it was a ridiculous

ANY MORE LIKE THIS?

And They Keep on Comin'.

This has been a long and hard winter, but the record snow-fall can't equal the avalanche of puns that has overwhelmed Ye Ed's desk since he first printed that innocent little anecdote which runs as follows:

"Just because you're a ham, don't think you're Swift."
"Do you know any more like that?"
"No, but there Armour."

Out in Iowa even the stock clerks read this page. Here's a contribution from one whose connection is evident:

Wilson Certified Sinclair's Fidelities Armour Swift than Rath's Black Hawk.

This one comes from Ohio:

Young folks like Honey, but there Armour Independent old folks who will raise Morrell if they don't get a Niagara from Doid!

And if you want to get dizzy, run up into central British Columbia where "a packer salesman who reads THE NATIONAL PROVISIONER each week" penned this:

I know there are more Swift's hams in Canada than Armour's, but if there Armour Swifts than Armour's, then there must be more Shamrocks than there are Swifts, or are there more Armour's?

Under the circumstances, let us conclude today's services with this little bit of repartee. Says a red-headed — man from Chicago:

"The taste tells" that the "ham what am" Supreme is Swift's Premium.

And a — man from Denver replies:

No, no, Nanette, you do not quite understand. Some of these "wise salesmen" thought that on account of the Premium being a Swift ham, there was going to be shortage. Do not be frightened, however, as there Armour or the Verblest varieties coming along for Easter!

Selah!

remark to make, and it took his firm's district manager about three weeks to win that customer's favor again.

Loyalty to the Firm.

Frequently salesmen are heard to curse and defame their company, in the presence of customers, for errors and imperfect service, instead of giving a reasonable excuse and defending their firm.

This is poor tact on the part of the salesman; because right then and there in the eyes of the customer the firm has lost to a certain extent the moral support of their representative.

When the customer thinks that, then the firm and salesman have both lost his confidence. The lost confidence of a customer soon makes his checks grow smaller.

These are just a few points that come to my mind as I look back over my experiences in selling packinghouse products. We have had too many such salesmen in the business. Fortunately, we have the other kind also—and you will notice they are the ones that stay in the game, and get ahead!

Yours truly.

J. C. VAN PELT

HIGH-PRESSURE STUFF?

"Close 'em, or lose 'em!"

That is the slogan that one of the brightest sales managers has been hammering into the minds of salesmen for years and years. It is a perfectly good slogan, and will probably apply to 75 per cent of the sales of any merchandise handled by retail dealers.

But, I wonder how this same sales manager would act when he tries to get Joe Stein, the butcher, to buy straight cattle, when the latter bought only cuts. I wonder how he'd act trying to get rid of beef chuck to G. Willikins, when the latter's trade is among the wealthy and porterhouse class.

In other words, the retail meat dealer cannot be "high-pressured." Lightning rods or radios may be sold to farmers who never had these articles, possibly, but no one in the world could sell this same farmer any more lightning rods or radios after the initial purchase, especially if the two things were satisfactory.—*Meat Trade Topics.*

REPORT SALES BY PHONE.

For a long time it was the practice of a Dayton, Ohio, meat-packing firm to have its salesmen mail their orders to the home office. Deliveries were made about the second or third day from the receipt of the order.

A new method of reporting sales by telephone has now been adopted. Each salesman begins calling on his customers about 6 a. m. At 8 o'clock the orders are telephoned to the office.

Orders for nearby points are received in time for delivery that day on the regular trucking routes. Orders involving train shipments are started at once.

By reason of the improved service made possible by the use of the telephone, sales have increased 20 per cent, and important customers have been added whose business could not be secured under the old method.

Provision Stocks Drop

Accumulations of meats on hand at the seven principal markets are less than those of a month ago, the decline being in S. P. meats.

Lard shows an increase of some 10,000,000 pounds during March, but the stocks are away under those of a year ago.

All dry salt meats increased and stocks are much higher than in March, 1925. In the case of fat backs, stocks are nearly double those of a year ago, and dry salt bellies are approximately 7,000,000 pounds heavier. It should be borne in mind, however, that stocks of dry salt meats were very low last year following the heavy run of light hogs and the good outlet for this class of product.

Stocks of provisions at Chicago, Kansas City, Omaha, Milwaukee, St. Joseph, St. Louis and E. St. Louis, on March 31, 1926, with comparisons, as specially compiled by THE NATIONAL PROVISIONER, are as follows:

	Mar. 31,	Feb. 28,	Mar. 31,
	1926, lbs.	1926, lbs.	1925, lbs.
Total S. P. meats.	135,713,090	141,997,758	226,881,319
Total D. S. meats.	60,948,075	56,823,128	55,101,170
Total all meats.	219,750,225	222,012,765	321,939,745
P. S. lard.	35,825,911	27,600,841	77,765,758
Other lard.	11,782,981	9,502,180	22,651,913
S. P. reg. hams.	56,943,837	59,330,362	55,800,552
S. P. skd. hams.	28,894,882	38,348,983	49,978,412
S. P. cl. bellies.	32,767,625	31,677,071	56,466,849
S. P. picnics.	16,735,781	17,149,047	34,013,615
D. S. bellies.	41,497,312	37,988,283	34,619,326
D. S. fat backs.	15,877,012	15,486,720	8,912,088

MORE LIVESTOCK IN MARCH.

Livestock receipts at Chicago for the month of March were larger than in the same month last year for all classes except calves.

Hogs at 670,312 showed an increase of 72,366 over March, 1925, and with the exception of 1923 and 1924 were the heaviest for that month since 1919.

The average weight at 247 lbs. was the heaviest for March in fifty years, and compares with 228 lbs. a year ago and 234 lbs. two years ago. The average price for the month was \$12.05.

Cattle receipts at 265,691 were 24,604 heavier than a year ago, being the heaviest for March since 1918.

Sheep receipts increased 72,530 over those of March, 1925, and totalled 410,107. A large part of the offerings were Colorado and Nebraska fed lambs. The first lot of strictly native spring lambs were received on the market on March 31.

At the 11 principal markets, hogs receipts totalled 2,443,000 during the month, compared with 2,421,000 a year ago. The March, 1926, receipts were the seventh heaviest in the past 15 years. Receipts for the first three months of the year, however, are with three exceptions the lightest in 15 years.

EXPORTS OF MEATS AND FATS.

Exports of meats and meat products from the United States during February, 1926, amounted to 49,358,977 lbs., valued at \$10,081,758, while the exports of animal oils and fats during the same month totalled 75,458,886 lbs. with a value of \$11,574,475, according to the United States Department of Commerce.

Higher prices in the country are responsible for the continued slow export movement of U. S. meats and fats, which are below 1925 amounts, according to the department. For the eight month period

ending February, 1926, exports of meats were 20.7 per cent below the 1925 total for the same period, while animal oils and fats during the same period declined 18.4 per cent.

The relatively higher export price level in 1926 is indicated in the average unit price of commodities which, in the case of meats, was 20.3 cents per pound for the period ending February, 1926, compared with 15.8 cents per pound for the same period of 1925, while animal oils and fats averaged 16.4 cents per pound in 1926 compared with 14.8 cents per pound in 1925. Declines in exports were largest in the cases of fresh pork, hams and shoulders, bacon and lard.

The figures follow:

MONTH OF FEBRUARY.

	1926.	1925.
Total meats and meat products, lbs.	49,358,977	62,428,625
Total animal oils and fats, lbs.	75,458,886	69,896,310
Beef and veal, fresh, lbs.	235,941	384,922
Beef, pickled, etc., lbs.	1,490,670	1,584,912
Pork, fresh, lbs.	2,015,363	2,041,154
Wiltsshire sides, lbs.	955,681	1,195,422
Cumberland sides, lbs.	2,145,962	1,290,654
Hams and shoulders, lbs.	10,105,205	26,642,158
Bacon, lbs.	14,980,200	18,013,008
Pickled pork, lbs.	2,730,404	2,433,125
Oleo oil, lbs.	5,704,507	5,507,936
Lard, lbs.	65,356,225	60,303,144
Neutral lard, lbs.	1,242,429	1,112,580
Lard compounds animal fats, lbs.	1,577,180	431,171
Margarine, animal fats, lbs.	73,400	75,860
Cottonseed oil, lbs.	6,719,361	4,251,023
Lard compounds vegetable fats, lbs.	778,551	466,169

8 MO. ENDED FEBRUARY.

1926. 1925.

Total meats and meat products, lbs.

Total animal oils and fats, lbs.

Beef and veal, fresh, lbs.

Beef, pickled, etc., lbs.

Pork, fresh, lbs.

Wiltsshire sides, lbs.

Cumberland sides, lbs.

Hams and shoulders, lbs.

Bacon, lbs.

Pickled pork, lbs.

Oleo oil, lbs.

Lard, lbs.

Neutral lard, lbs.

Lard compounds animal fats, lbs.

Margarine, animal fats, lbs.

Cottonseed oil, lbs.

Lard compounds vegetable fats, lbs.

Total.

To Belgium.

Germany.

Netherlands.

United Kingdom.

Other Europe.

Canada.

Cuba.

Other countries.

Total.

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To Belgium.

Germany.

Netherlands.

United Kingdom.

Other Europe.

Canada.

Cuba.

April 3, 1926.

THE NATIONAL PROVISIONER

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Steady—Demand Light—Market Quiet—Lard at Competing Price to Oil—Hogs Lower.

The developments in the lard market the past week have not been very decided, but there has been easing tone and some concessions in price following a rally. The market has now declined about 1 1/4c per pound from the high level in January, and the declines in price of lard have brought that market on to a competing basis with compound lard.

Recent quotations have just been about in line with the compound lard market, and there seems to be some evidence that there is a little increase in the domestic interest in lard compared with oil, although it naturally takes time to shift the trade from one basis to another.

Lard Production Not Heavy.

The fact that stocks of lard are relatively small, and on account of the hog movement the production is not heavy, has considerable influence in the general situation as there is not the large inventory to take care of which might be the case if the price of lard had remained in the mid-winter parity compared with oil. The position of meats is also rather disappointing and the demand is not as good as it should be.

The relative prices of lard and meats for the season and for the month of March so far compare as follows:

	LARD.		March	
	Season		High.	Low.
May			1330	1327
July			1402	1407
Sept.			1376	1465
	RIBS.			
May			1385	1385
			1606	1476
			1580	1580
			1465	1475

It will be seen that the price of both lard and meats is a little over the low point of the season, but the decline from the extreme high in both cases has been very material.

The movement of hogs shows a fair total and in the present temper of the trade the movement is more than the market seems ready to absorb. The position of the hog market is, of course, directly influenced by the declining tendency of the product market. The average price has shown a loss of nearly 1 1/4c a pound from the high level of January. This decline has been almost parallel with the loss in the price of the product.

Good Profits for Producer.

The hog-corn ratio still shows a wide margin in favor of the hog compared with the price of corn. With an average price of around 11 1/2c a pound for hogs, and with cash corn selling all the way from 74c down to about 62c, the profits for the feeder are still large. The farmer who has both hogs and corn is getting a big return for his corn in the shape of his live stock.

This situation without question has a very material effect on the movement of corn to market. The total receipts of

corn since November 1 out of the big crop have been only 125,000,000 bu. against 129,000,000 bu. last year, which shows conclusively the influence of the price of live stock on the farm consumption and on the attitude of the country regarding hogs and corn.

With the crop of corn in the big central territory about 500,000,000 bu. more than in 1924 it was expected that the movement to market would be hugely in excess of last year, instead of which the movement is less.

There is considerable speculation as to the effect of the hog-corn ratio on the supply of hogs for the next summer and fall. While the statistics have not been quite as reassuring in this respect as had been hoped for, the situation is still one where the price developments are dis-

tinctly in favor of an increase in the hog supply.

Outlook is for More Hogs.

The farmer can do no better than to sell hogs on the basis of the present average compared with the price of corn. And, while there is naturally a very great agitation to stabilize the price of corn at a higher level, it must be remembered that practically not more than 12 to 15 per cent of the corn crop actually comes to the market in the shape of corn and not in the shape of live stock of some kind.

The export interest is rather quiet. The figures for the February exports show only a moderate falling off in meats compared with last year and a little increase in lard. The comparative figures for February and for eight months follow:

	8 mos. ending Feb. 1926. Lbs.	Feb. 1925. Lbs.
Pork— Picked	2,780,000	19,715,000
Beef— Fresh	239,000	2,016,000
Pickled	1,497,000	18,397,000
Oleo Oil	5,705,000	51,378,000
Bacon	14,980,000	118,366,000
Hams and Shdtrs.	19,105,000	142,370,000
Lard	65,356,000	453,360,000
Neutral Lard	1,242,000	13,799,000
Compounds	1,577,000	12,006,000
Cotton Oil	6,719,000	48,378,000
		4,261,000

There was a little demand for lard from the United Kingdom a few days ago and this had a supporting influence on the market, but the result was rather short lived and with the rally in the market there was a pause in the further export buying.

The shipments of meats, however, are keeping up fairly well, and there seems to be some reason for believing that the buying will be maintained, although the irregularity of the exchange in some countries is still against business. It is a very encouraging fact that both in the lard and meats the exchange conditions are the most stable in the countries which are the largest importers of both lard and meats.

There has been a little discussion in some financial circles as to whether the sharp decline in the stock market is the preliminary to a pause in the general business activity of the country. According to some of the investigation bureaus, the movement of the stock market precedes general business developments from six months to nine months and if the reaction in the stock market is a permanent one this would mean, on the basis of this theory, a pause on general business conditions which would be reflected in the demand for hog products later in the year.

PORK—The market was dull and steady with mess New York \$36.50; family, \$37.50@39.50; and fat backs, \$27.50@31.00.

At Chicago mess quoted at \$34.

LARD—Demand was rather moderate and the market barely steady with futures. At New York prime western quoted at 14.85@14.95; middle western, 14.70@14.80; city, 14%; refined Continent, 15 1/2%; South America, 16 1/2%; Brazil kegs, 17 1/2%; compound, 14 1/2@14 1/2.

At Chicago regular lard in round lots was quoted at 5c under May; loose lard, 9 1/2 under May; leaf lard, 13 1/2 under May.

BEEF—The market was quiet but steady with mess New York \$24@27; packet, \$21@23; family, \$24@27; extra India mess, \$45@47; No. 1 canned corned beef, \$3; No. 2, \$8.25; six lbs., \$18.50; pickled tongues, \$55@60 nominal.

SEE PAGE 41 FOR LATER MARKETS.

The Trading Authority

Market prices based on actual transactions, and unbiased reports on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

Market prices and transactions on provisions, lard, sausage meats, tallows, greases, etc., at Chicago are given, together with Board of Trade prices, hog market information, etc. Export markets also are covered.

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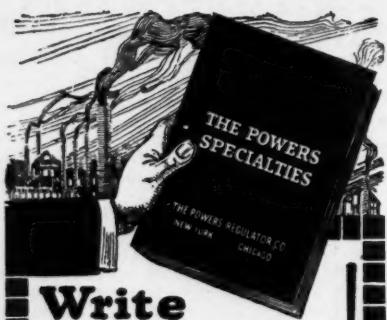
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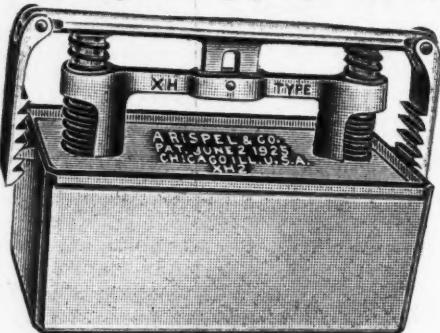
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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW.—A dull and barely steady market was the outstanding feature in tallow the past week with consumers holding off. And, while offerings were not heavy or pressed for sale, there was considerable stuff available at the quoted levels with the demand lacking, due to reported dullness in the soap trade at present and, secondly, due to the weakness in the financial markets.

A little business in special tallow was noted at 8½c delivered New York. At New York special quoted 8½c, extra 8½c; edible 10c nominal.

At Chicago the market for tallow continued somewhat spotted with business reported fair. Edible quoted 9¾c fancy 9½c prime packer 9@9½c; No. 1 at 9c; No. 2, at 7¾c.

At the London auction on March 31, some 939 casks were offered and 111 sold at prices unchanged from last week.

At Liverpool Australian tallow was unchanged for the week with fine quoted at 43s and good mixed quoted at 41s 9d.

STEARINE.—Trade was rather quiet and the market about steady with some business reported in oleo at 12½c New York with the market nominally quoted at that level. Dullness in compound trade at the moment appears to be against the stearine price.

At Chicago the market was barely steady and oleo quoted at 11¾c.

OLEO OIL.—The market was dull and featureless and about steady with extra New York quoted at 13c; medium, 12½c and lower grades at 11½c.

At Chicago extra was quoted at 12c and rather quiet.

SEE PAGE 41 FOR LATER MARKETS.

LARD OIL.—An easier tone continued in evidence with a slack demand and the weakness in raw materials. On the break a little better inquiry was in evidence. At New York edible quoted 17½c; extra winter at 14c; extra at 13½c; extra No. 1 at 12½c; No. 1 at 12½c and No. 2 at 12½c.

NEATSFOOT OIL.—A slow demand, together with easiness in raw materials brought about a further lowering in values with pure New York quoted at 16¾c; extra, 13c; No. 1, 12½c and cold test, 22½c.

At Chicago neatsfoot oil quoted at 15¾c.

GREASES.—A slow demand and a barely steady market due to the continued unsteady tone elsewhere in the grease list and dullness reported in the soap trade again featured the market. Buyers remained indifferent, and what little business was passing in greases appeared to be for immediate requirements. Generally the disposition was to hold off pending developments with the unsettled financial markets a feature in restricting the demand.

At New York yellow quoted 8@8½c; choice house, 8c; A. white, 8½c; B. white, 8½c; choice white, 10c, nominal.

At Chicago the grease market experienced a fair demand but the undertone was barely steady with the market in a spotted condition. At Chicago choice white grease quoted at 9c; A. white, 8½@9c; B. white, 8@8½c; yellow, 8@8½c; and brown, 7½c.

LARD AND GREASE EXPORTS.

Exports of lard from New York March 1 to March 30, were 44,891,825 lbs.; tallow, none; greases, 2,243,200 lbs.; stearine, 6,800 lbs.

Packinghouse By-Products

Blood.

Chicago, April 1, 1926.

Prices on domestic offerings held steady, while South American high grade ground lost 25c at \$3.25 c.i.f.

Unit ammonia.
Ground \$3.85@4.00
Crushed and unground 3.65@3.75

Digester Hog Tankage Materials.

With sellers and buyers anywhere from 25c to 50c apart in their views, trades were few and far between. However, general conditions are in favor of lower prices.

Unit ammonia.
Meat scrap material, unground \$4.25@4.50
Ground, 9 to 12% ammonia 4.15@4.40
Unground, 9 to 13% ammonia 3.80@4.10
Unground, 6 to 8% ammonia 3.40@3.75
Liquid stick, 8 to 12% ammonia 2.50@2.75

Fertilizer Materials.

All price changes tended downward for all grades of tankage, with buyers bidding considerably under sellers' ideas for both prompt and future deliveries. South American high grade ground was offered at \$3.50 c.i.f. against actual sales of \$3.35 the fore part of the week and counter-bids of \$3.25 the latter part of the week. Sellers of hoof meal refused bids of \$3.25. Grinding hoofs lost \$5 from the recent high point of the season.

Unit ammonia.
High grade, ground 10-12% ammonia \$3.00@3.15
Lower grade, ground, 6-9% ammonia 2.80@2.90
Medium to high grade, unground 2.65@2.85
Lower grade and renderers', unground 2.40@2.60
Hoof tankage, unground 2.75@2.90
Hoof meal 3.00@3.25
Grinding hoofs, per ton 33.00@35.00

Bone Meals.

Considerable trading could have been done had sellers met buyers' price views, but the difference was anywhere from \$2.50 to \$5.00 for prompt as well as future deliveries.

Per Ton.
Raw bone meal \$28.00@38.00
Steam, ground 25.00@30.00
Steam, unground 20.00@24.00

Cracklings.

The best soft pressed pork reached \$80 and beef \$40. Hard pressed grades held firm both in the middle west and in the East.

Per Ton.
Pork, according to grease and quality \$70.00@80.00
Beef, according to grease and quality 40.00@55.00

Bones, Horns and Hoofs.

All price changes tended downward, buyers showing more indifference than for some time.

Per Ton.
Horns, unassorted \$50.00@175.00
Hoofs, unassorted 34.00@35.00
Round shin bones, unassorted 45.00@47.50
Flat shin bones, unassorted 42.00@45.00
Thigh, blade and buttock bones, unassorted 40.00@45.00

(NOTE—Foregoing prices are for mixed carloads of materials indicated above.)

Glue and Gelatine Stocks.

Prices held firm at the quotations noted below, in spite of the fact that not a few buyers were out of the market entirely.

Per Ton.
Kip and calf stock \$30.00@35.00
Rejected manufacturing bones 38.00@40.00
Horn pits 34.00@36.00
Cattle jaws, skulks and knuckles 34.00@35.00
Sinews, pizzles and hide trimmings 21.00@23.00

Animal Hair.

Re-sale lots of crude coil dried winter take-off mostly at \$85@\$95 f.o.b. middle-west production points, with next summer productions around \$65. Processed grey winter of indifferent quality sold at 11c@11½c delivered, with prime middle-winter take-off still held at 12½c. Bids of 7½c for summer take-off refused, sellers holding firm at 8c f.o.b. middle-west production points. Prime black dyed winter remained firm at 13½c.

Per Pound.
Coil and field dried 3 @ 5
Processed 7½ @ 12½
Dyed 9 @ 13½
Cattle switches (115 for 100), each 4 @ 5½

Pig Skin Strips.

Sellers and buyers were ½c@1c apart in their views, No. 1 tanner held at 8c and edible at 5½c f.o.b. middle-west production points.

Per Pound.
No. 1, tanner grades 6 @ 7½
Edible grades, unassorted 4½ @ 5½

DUTCH FATS AND OILS MARKET.

The Dutch market continues rather quiet, says Trade Commissioner E. C. Squire in a cable to the U. S. Department of Commerce. Stocks of extra oleo oil, prime oleo oil, prime premier jus, and extra oleo stock are light, while the holdings of extra neutral lard, and extra premier jus are medium.

The demand for prime oleo oil, extra premier jus, and extra oleo stock, is poor, while sales of extra neutral lard are improving. Extra oleo oil and prime premier jus are moving in medium quantity.

The price range in cents per pound on March 24 was as follows:

	Mar. 24.	Mar. 17.	Mar. 10.
Extra neutral lard	16.9	17.1	17.2
Extra oleo oil	13.6	13.6	13.3
Prime oleo oil	12.7	12.9	12.5
Extra premier jus	10.5	10.5	10.5
Extra oleo stock	13.2	13.2	13.2

Spot stocks of fat backs are heavy with a very poor demand. Refined lard on the Rotterdam market is moving very slowly, while holdings remain about average.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, March 31, 1926.—Trading in fertilizer material in this section is decidedly flat. About this time of the year there is generally a demand for spot lots of tankage blood, etc., for quick shipment, but this year this demand has not appeared, although no doubt later on some interest will be shown in these materials.

Changes in prices have been few because the buying has been so light, but next sales of tankage are expected to be below present quotations. Sulphate of ammonia is lower, due to resale lots which have come on the market, and very little trading is being done in nitrate of soda.

Offerings of South American tankage and blood are plentiful, with very little interest being shown by buyers.

THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

Jordan's Improved Ham Retainers

(Square and pear shaped)



Patents applied for

*Better Products—
Big Saving of Time and Labor—
No Press Required—*

In cooking and processing hams it is never necessary to repress hams because the Improved Jordan Ham Retainers are equipped with springs which compensate for the maximum expansion and contraction. This produces the best boiled hams which are firm and perfectly shaped to either pear or square retainers.

The Boiled Ham Season is close at hand.

Write us today regarding your Requirements

THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard
CHICAGO

Western Office, E. D. Skinner, 1731 W. 43rd Place, Los Angeles, Calif.

A stylized logo consisting of the letters "ANC" in a bold, blocky font, with a smaller "O" to the right. The entire logo is contained within a dark, rounded rectangular frame.

April 3, 1926.

THE NATIONAL PROVISIONER

35



Here's Production

The picture above shows the interior of the department in our plant where LAABS Sanitary Rendering Units are made. It will give readers an idea of the manufacturing facilities at our command which are back of the LAABS equipment, and the demand we have for these remarkable cookers. The department is in charge of skilled engineers and mechanics who devote their entire time to LAABS production.

LAABS Sanitary Rendering Units are the result of highly specialized talent, supported by a completely equipped modern factory where efficiency and super-workmanship predominate.

Packing plants everywhere are turning to LAABS to solve their rendering problems, because it eliminates so many objectionable factors incident to the handling of by-products.

THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard, Chicago, Ill.

Western Office: E. D. Skinner, 1731 W. 43rd Place, Los Angeles, Calif.



BEWARE OF INFRINGEMENTS

The Laabs Sanitary Rendering Processes and Apparatus are now covered by United States Patent Number 1,578,245. Foreign patents pending.

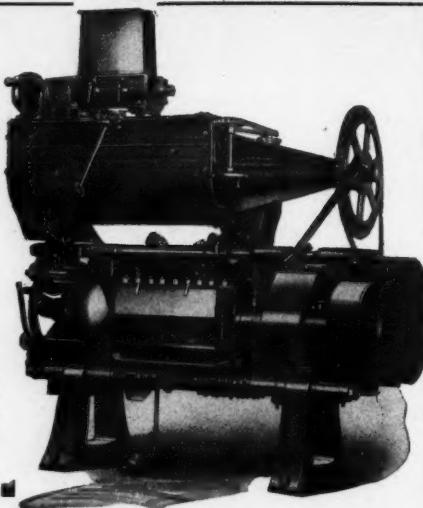
*Headquarters for everything
in packinghouse machinery*

**Buyers demand
Anderson Made
Cracklings because they
contain more protein
less grease**

**Use an
Anderson Crackling
Expeller**

You can make a good profit by using an Anderson Crackling Expeller to extract Grease from repressed cracklings because the Anderson made cracklings command a higher price.

Write for complete information and let us tell you how Anderson Expellers will make profits for you.



**The V. D. Anderson Co.
1935 W. 96th St., Cleveland, Ohio**

NEED FOR CLEAN COTTONSEED.

R. D. Ryan in Cotton Oil Press.

The bad condition in which the seed arrived at many cottonseed oil mills this season has forced us to the conclusion of the necessity of cleaning the seed at the gins before loading them for shipment to mills.

Seed must be thoroughly cleaned before the actual manufacturing of cottonseed products begins. The amount of dirt and foreign matter shipped to the mills this season makes it impossible to clean seed properly for storing or working, and the mills take a big chance in storing seed that are not cleaned.

Clean Seed Heats Less.

Seed will heat, but not as readily when cleaned as when not cleaned. The amount of dirt and trash delivered to mills, mixed

with the cottonseed, this season will average 25 per cent, or approximately 50,000 tons. Mills also pay the freight on this.

No other industry handling a like volume of business receives its raw material in any such shape. The wear and tear and damage this foreign matter costs the mills will average 75c per ton, or \$150,000 in a season like this. In order to take care of the entire crop of seed, we are forced to take in a few cars that will be worked at a loss, and there are times during the rush part of the season when mill is instructed by the shipper not to unload seed until he knows how much the mill is going to dock him for the dirt in seed.

This is a costly delay, for if seed were clean they could be unloaded immediately, thereby making room for other cars which are perhaps on demurrage, for the bulk of our entire crop is brought into the mills and stored within 90 days.

If dirt is allowed to be loaded in a car of prime seed at the gin, it may cause the seed to heat before it reaches the mill; therefore, the shipper will not only be docked for the dirt in the seed, but will also stand a loss for damage done. The mills only pay for clean seed, so why take a chance of letting dirt or other foreign matter mix with the seed and cause them to heat before they reach the mills?

Each of the gins scattered out over the country only handle a small amount of seed each day, and with a small, inexpensive cleaning unit attached to each gin, all the bolls and dirt could be taken care of as they are ginned from the cotton. Then the old question of deduction for dirt and bolls will be over.

Modern Facilities for Cottonseed Oil Trading

Having established, at the earnest request of leading cottonseed oil interests, contract trading in refined cottonseed oil in bulk, the New Orleans Cotton Exchange has gone a step farther by establishing a new class in its membership termed "Associates" to enable those concerned in the industry to avail to the full of the facilities provided.

Associates are not required to be shareholders, nor to pay an initiation fee, but only to pay dues at the rate of \$200 per annum. If they join after March they pay at the rate of \$20 per month to the end of the fiscal year, Oct. 31.

Brokerage commissions are fixed under the rules at \$20 per round contract for non-members; \$12 per round contract for associates; \$10 per round contract for full members. Associates therefore net \$8 per contract in handling transactions for non-members.

The contract, which is for 30,000 pounds of bleachable P. S. Y. cottonseed oil, is safeguarded in every possible way, even to the extent of an indemnity bond behind the storage yards.

Write Trade Extension
Committee for Rules
and Information

New
Orleans
Cotton
Exchange

COTTON OIL MILL YIELDS.

(Special Report to The National Provisioner from the Fort Worth Laboratories.)

Forth Worth, Tex., March 15, 1926.

Operating efficiency continues about at the same level as last month.

The quality of oil did not show the improvement which was anticipated when the mills commenced crushing the early seed they had in storage. While the color was not out of line, the refining loss was high.

The free acid of an oil is no measure of the refining loss that will be obtained. This fact is accentuated this season.

It is no uncommon occurrence for oils with 1.5 per cent free fatty acids to have a 12 per cent refining loss. This abnormal refining loss with low free fatty acids is mainly due to climatic conditions, so far as can be judged.

Very little change occurred in the operating efficiency of the mills this past month. Oil continues poor in quantity.

SEED ANALYSIS.

Moisture.	Ammonia in seed.	P.C. oil.	Yield 100 lbs. waste	
			Lbs. cake	Lbs. oil.
Avg. all samples.	7.17	3.92	16.01	33.0
Best sample avg.	7.78	3.97	19.18	41.0
Lowest s'ple avg.	6.65	3.39	13.03	25.6
Avg. same mo. '25	7.33	3.88	17.89	37.7
Annual avg. '25	7.90	4.16	17.83	37.5

CRUDE OIL.

Refining loss.	Color red.	Acid free.
Avg. all samples....	12.0	8.1
Best sample avg....	7.7	4.6
Worst sample avg....	18.1	10.4
Avg. same mo. '25	8.3	6.2
Annual avg. '25....	7.9	5.8

CAKE AND MEAL.

Moisture.	Ammonia in seed.	Protein.	Stand. ard.	
			Oil.	Stand. ard.
Avg. of mills...	7.85	8.38	43.04	6.38
Best avg. result.	6.88	8.23	42.33	4.91
Worst avg. result	9.11	7.70	39.55	8.42
Avg. this mo. '25	7.56	8.27	42.51	6.51
Annual avg. '25	7.54	8.21	42.21	6.46

HULLS.

Whole seeds and hulls.	Oil in hulls.	Total.	\$ loss per T. seed.
Avg. all mills...	0.15	1.11	0.24
Best avg. result.	0.00	0.55	0.04
Worst avg. result	0.00	1.63	0.60
Avg. this mo. '25	0.24	0.95	0.32
Annual avg. '25	0.02	0.79	0.14

FEB. COTTON OIL EXPORTS.

Exports of cottonseed oil from the United States during February, 1926, amounted to 6,719,361 lbs., compared to 4,281,023 lbs. in the same month in 1925, according to the U. S. Department of Commerce.

For the eight months ending February, 1926, cottonseed oil exports amounted to 48,378,119 lbs., against 38,384,582 lbs. in the same period a year ago.

How do you deodorize vegetable oils? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

The Blanton Company St. Louis, U. S. A.

YOUR BROKER

Is Our Selling Agent—Give him your inquiries on
White Butter Oil Peanut Oil Cooking Oils
Salad Oil Vegetable Shortening Margarine
Carloads—Less Carloads
Yopp's Code, Eighth Edition

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Quiet—Prices Irregular—Under-tone Steady—Disposition Await Developments—Weakness Outside Markets Against Upturns—Cash Trade Quieter.

The cottonseed oil future market on the New York Produce Exchange the past week has been rather dull, nervous and irregular. Prices backed and filled over a moderate range, but the undertone was steady.

The bulk of the trade was of a professional character, as commission houses were on both sides in a small way, and with a limited outside trade, and a mixed sentiment among the ring crowd, prices were influenced by the ups and downs in the outside markets. The heaviness in lard and the persistent weakness in the stock market did much to discourage buying power in oil, but the situation within the oil market itself was such as to be against encouragement of aggressive selling pressure.

Disposition to Await Developments.

There has been some change in sentiment due to an inactive cash demand and owing to a disposition to await developments which created a situation where the market easily became overbought on small bulges and oversold on small breaks. The letup in cash demand made the market more susceptible to the developments in the outside markets, and the closeness of the spread between compound and lard created a bearish feeling for the immediate future in some directions.

All told there was little new in the situation. The crude markets were unsteady, but the lower levels failed to bring out any oil of consequence, the mills holding rather strongly at around the 11c level in the southeast and valley, while bids of 10 3/4c in Texas brought out no oil.

The prospects for cash business for the immediate future are none too bright. As far as compound was concerned, resellers appeared to have the situation in hand at

the moment, underselling manufacturers and maintaining a level sufficiently under lard to keep purchases made before the recent advance moving into consumptive channels.

Expect Big March Consumption.

At the same time deliveries against old orders continue to go forward rapidly, indicating the prospects for a liberal consumption this month with March estimates still running between 275,000 and 300,000 bbls. A barely steady tone in stearine was looked upon as indicating dullness in compound demand from first hands, but the refiner is anticipating a good demand for salad oils in the near future and is looking forward to a demand from the fish packing trade within the next few weeks.

The stock in the consumers' hands is not believed to be burdensome, and replenishing, even though in a hand-to-mouth way, it is felt by some of the larger distributors will be necessary in the near future. The refiner at last has reached

a point where he is able to build up stocks somewhat and the market is reaching the point where the new cotton crop will begin to cut more figure.

The past week the western belt has experienced cold, rainy, sleety, snowy weather, which was against preparations for the new crop and the eastern belt complained of too much moisture. The question of seed receipts from this time forward will depend largely on weather conditions for planting and the amount of replanting that will have to be done for one reason or another.

But there are some important factors in the trade who look for seed receipts after March 1st to be no larger than those of a year ago on the basis that there is quite a little poor seed that will not find its way to the mills.

The Easter holiday season has tended to interrupt trade somewhat as well, but this is a seasonal factor that may result in a better demand for lard and meats after Lent and have a stimulating effect in the hog market products. The lard market was heavy under liquidation, fairly liberal lard receipts and lack of support, but it is noticeable that sentiment is more mixed at the present level of lard, and it is equally so that the lard stocks are not by any means large or burdensome. It would not take much of a demand to bring about a sharp reduction in the lard stocks.

It is said that the compound situation has not been felt as yet in the lard market, owing to the fact that the compound trade booked up rather generally before the last advance of a cent a pound in compound, and that it may be another few weeks before the lard-compound closeness is really felt in the lard market, if at all.

COTTONSEED OIL.—Market transactions:

Friday, March 26, 1926.

	Sales.	High.	Low.	Bid.	Asked.	—Range—	—Closing—
Spot						1210 a	1275
Mar.						1210 a	1250
April						1210 a	1230
May	200	1217	1217	1208 a	1210		
June	200	1215	1215	1210	1220		
July	2300	1220	1210	1210 a			
Aug.	300	1224	1223	1215 a	1219		
Sept.	1800	1228	1215	1215 a	1216		
Oct.	200	1142	1138	1135 a	1136		

Total sales, including switches, 7,400 bbls. P. Crude S. E. 11c sales.

ASPEGREN & CO., Inc.

Produce Exchange Bldg.

Distributors

NEW YORK CITY



Selling Agents for

The Portsmouth Cotton Oil Refining Corp., Portsmouth, Va.



The Gulf & Valley Cotton Oil Co., Ltd., New Orleans, La.



Agents in Principal Eastern Cities

Saturday, March 27, 1926.

Sales. High. Low. Bid. Asked.
—Range—Closing—

Spot	1200	a	1275
Mar.	1220	a	
April	1200	a	1220
May	200	1203	1201
June	1200	a	1210
July	1300	1206	1202
Aug.	100	1213	1213
Sept.	300	1207	1207
Oct.	1131	a	1140

Total sales, including switches, 2,300 bbls. P. Crude S. E. 11c sales.

Monday, March 29, 1926.

Sales. High. Low. Bid. Asked.
—Range—Closing—

Spot	1	a	
April	1200	a	
May	900	1195	1186
June	1190	a	1199
July	3700	1197	1184
Aug.	100	1195	1195
Sept.	700	1202	1193
Oct.	100	1113	1113
Nov.	1050	a	1100

Total sales, including switches, 00 bbls. P. Crude S. E. 11c sales.

Tuesday, March 30, 1926.

Sales. High. Low. Bid. Asked.
—Range—Closing—

Spot	1190	a	1240
April	1190	a	1220
May	2500	1205	1200
June	1200	a	1203
July	2400	1203	1198
Aug.	100	1210	1210
Sept.	800	1206	1200
Oct.	300	1130	1130
Nov.	1050	a	1075

Total sales, including switches, 8,500 bbls. P. Crude S. E. 10 $\frac{1}{2}$ -11.

Wednesday, March 31, 1926.

Sales. High. Low. Bid. Asked.
—Range—Closing—

Spot	1200	a	
March	a		
April	1200	a	
May	1195	1186	1192
June	1190	a	1199
July	1197	1184	1193
August	1197	1195	1199
Sept.	1202	1193	1197
Oct.	1113	1113	1123
Nov.	1050	a	1100

Thursday, April 1, 1926.

Sales. High. Low. Bid. Asked.
—Range—Closing—

Spot	1190	a	1250
April	1200	a	1220
May	1201	1201	a
June	1200	a	1210
July	1216	1198	1196
Aug.	1201	1201	a
Sept.	1210	1198	1199
Oct.	1132	a	1136
Nov.	1050	a	1080

SEE PAGE 41 FOR LATER MARKETS.

The Fort Worth Laboratories

Consulting, Analytical Chemists
and Chemical Engineers

821½ Monroe Street

FORT WORTH, TEXAS

The Procter & Gamble Co.
Refiners of all Grades of
COTTONSEED OIL

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Moostar Cocoanut Oil
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MACON, GA.
DALLAS, TEXAS
HAMILTON, CANADA

White Clover Cooking Oil
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General Offices:
CINCINNATI, OHIO
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TEXAS CRUSHERS TO MEET.

The 32d annual convention of the Texas Cottonseed Crushers' Association will be held at San Antonio, Tex., on May 24, 25 and May 26, according to Secretary George H. Bennett. Headquarters will be established at the St. Anthony Hotel. This will be the first time in nine years that the convention has been held outside of Galveston.

The rules committee will meet on Saturday, May 22. Members who have suggestions for changes in or additions to the rules are urged to get in touch with Chairman H. Warren Lynn, Winters, Tex.

COTTONOIL CONVENTION PLANS.

Plans are being rapidly completed for the annual convention of the Interstate Cottonseed Crushers' Association, to be held in New Orleans, La., May 12 to 14. Secretary George H. Bennett this week sent out a letter to members giving information on hotel rates, etc. An effort is being made to have an attendance of 1,000 at the convention.

VEGETABLE OIL AT HULL.

The year 1925 was a very poor one for the vegetable oil industry at Hull, England, according to American Vice-Consul A. W. Scott in a report to the U. S. Department of Commerce. Trade was quiet throughout the year, and constantly falling prices are reported to have made it almost impossible to work at a fair margin of profit.

FEB. MARGARINE EXPORTS.

Exports of margarine from the United States during the month of February, 1926, amounted to 73,400 lbs., compared to 75,650 lbs. in February, 1925, according to the U. S. Bureau of Agricultural Economics.

Margarine exports for the first two months of 1926 were 240,654 lbs., against 131,381 lbs. in the same period last year.

VEGETABLE OIL IMPORTS.

Imports of coconut oil into the United States during January, 1926, amounted to 21,721,211 lbs., valued at \$1,974,840, according to the U. S. Department of Commerce. Practically the entire amount came from the Philippine Islands.

Peanut oil imports during January amounted to 283,840 lbs., valued at \$37,300. Hongkong and France were the two principal sources of supply.

How is cottonseed oil bleached? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

THE EDWARD FLASH CO.

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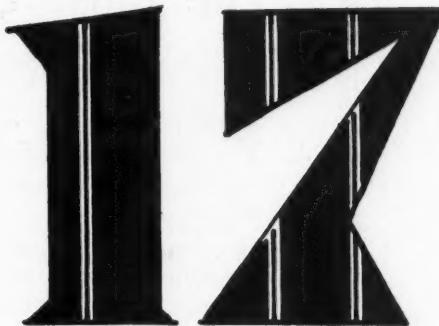
VEGETABLES OILS

In Barrels or Tanks

Hardened Edible Cocoanut Oil

COTTON OIL FUTURES

On the New York Produce Exchange



"Newman" Grinders have been installed by one of the large Packers within the past two years.

Quoting one of their Master Mechanics — "The Newman saves us 40% in power for grinding Tankage, Raw and Steam Bone, Meat Meal, Glue, Fertilizer, etc." We can do as much for you. Ask us about our satisfaction guaranteed offer.

Price

\$300.00 to \$495.00

F. O. B. Factory

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GRINDER & PULVERIZER @
WICHITA-KS.

Cincinnati Butchers' Supply Co., distributors
Chicago, Ill.

F.C. ROGERS
BROKER
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Philadelphia Office:
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ARTHUR DYER
BROKER

318-320 Produce Exchange
New York, N. Y.

Specialties: All packing house product; all canned goods.
Codes: Armsby's Cross.
Territory Covered: New York City and adjacent.
References: Anyone and everyone who knows me; Battery Park National Bank.
Established twenty years and, like Johnnie Walker, still going strong. On the base for more business of the straight, clean-hitting style. No curves or spit balls or anything of that sort.

Atlan Soap Works

(Incorporated)

142-146 Logan Ave., Jersey City, N. J.

**Buyers of Fats, Bones,
Tallow and Greases**

CAR LOTS AND LESS

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VINCENT & SURRENCY, INC.
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Specializing Carload Lots
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Provisions, Fresh Meats, Tallow,
Greases, Fertilizer Materials
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**The most economical
salt to use**

PACKERS tell us that Diamond Crystal, "The Salt that's *all* Salt," is the most economical salt they can use.

Diamond Crystal comes in flakes which dissolve quickly, insuring even and thorough penetration of the meat. Again, these dry, loose flakes do not harden in the barrel. And Diamond Crystal is so pure and mild that you will always produce a high grade product that will build good-will with your trade.

We should like to prove these facts, to prove that it will pay you to use Diamond Crystal Salt—by a practical demonstration at your plant.

Diamond Crystal Salt Co.

St. Clair, Michigan

Since 1887, makers of

"*The Salt that's all Salt.*"

**Diamond Crystal
Salt**

BORIC ACID

A natural ingredient of many fruits and vegetables

The distribution of Boric Acid in Nature is comparatively unlimited. According to Henry Jay:

"The ash of wine contains 4.7 to 16.5 grammes per kilo of Boric Acid, the average being 8 to 10 grammes. The quantity of Boric Acid in the ash of vine leaves is only about 0.7 grammes per kilo.

"The ash of fruits, whether of the flesh or of the stone, is rich in Boric Acid, the proportion of Boric Acid varying between 1.50 and 6.40 grammes per kilo of ash.

"The same can be said of the fucus, plantain leaves, wormwood tops, chrysanthemum flowers, and onions, the amount varying from 2.10 grammes to 4.60 grammes per kilo of ash."

Leibrich says that "Boric Acid is not only non-poisonous; it is a normal constituent of many plants."

The above demonstrates that Boric Acid is consumed in eating these fruits and vegetables without injury to the human system.

PACIFIC COAST BORAX COMPANY

Chicago

100 William St.
NEW YORK

Wilmington, Calif.

THE WEEK'S CLOSING MARKETS

THURSDAY'S CLOSINGS.

Provisions.

Hog products continued heavy, but liquidation was less aggressive and selling pressure more limited on account of the Western storm delaying hog arrivals. Cash demand, however, disappointing, and the weakness in grain markets had a sympathetic effect.

Cottonseed Oil.

Cottonseed oil trade dull the latter part of the week, mostly of a holiday character. Prices irregular over a fair range, with mixed professional trade, absence of outside interest, and continued dullness in cash trade. More inquiry in evidence; better business expected after the Easter holidays. Crude markets nominally 11c.

Quotations on cottonseed oil at Thursday noon were: April, \$12.00@12.20; May, \$12.00@12.06; June, \$12.00@12.10; July, \$12.00@12.02; August, \$12.02@12.06; September, \$12.00@12.04; October, \$11.32@11.35; November, \$10.60@11.80.

Tallow.

Tallow, extra, 8½c.

Oleo Oil and Stearine.

Stearine, oleo, 11½c sales.

Hull Oil Market.

Hull, England, April 1, 1926.—(By Cable.)—Refined cottonseed oil, 39s 6d; crude cottonseed oil, 36s.

THURSDAY'S GENERAL MARKETS.

New York, April 1, 1926.—Spot lard at New York: prime western, \$14.95@15.05; middle western, \$14.80@14.90; city, \$14.50; refined continent, \$15.00; South American, \$16.25; Brazil kegs, \$17.25; compound, \$14.25@14.50.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to April 1, 1926, show exports from that country were as follows: To England, 98,548 quarters; to continent, 105,226 quarters; others, none.

Exports for the previous week were: To England, 114,634 quarters; to the continent, 9,969 quarters; to the United States, 200 quarters.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending March 27, 1926, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Calf carcasses		1,037
Canada—Smoked pork	11,276 lbs.	2,135 lbs.
Canada—Pork tenderloins		5,308 lbs.
Canada—Calf livers		250 lbs.
Holland—Smoked pork		355 lbs.
Ireland—Smoked pork		1,376 lbs.
Hungary—Loose sausage		300 lbs.
Italy—Loose sausage		6,875 lbs.
Italy—Smoked ham		1,800 lbs.
So. America—Meat extract		2,200 lbs.
So. America—Sheep carcasses		587
So. America—Quarters of beef		200
So. America—Canned corned beef		150,000 lbs.
So. America—Lamb and bull fries		20,000 lbs.
Germany—Smoked ham		785 lbs.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, March 31, 1926.—Wholesale prices on green and S. P. meats are as follows: Pork loins, 30@32c; green hams, 8-10 lbs., 30c; 10-12 lbs., 27@28c; 12-14 lbs., 26c; green picnics, 4-6 lbs., 19c; 6-8 lbs., 18c; green bellies, 6-8 lbs., 28c; 8-10 lbs., 28c; 10-12 lbs., 27½c; 12-14 lbs., 27c; S. P. bellies, 6-8 lbs., 24c; 8-10 lbs., 24c; 10-12 lbs., 24c; 12-14 lbs., 24c; S. P. hams, 8-10 lbs., 26½c; 10-12 lbs., 26c; 12-14 lbs., 23c; 18-20 lbs., 25c; city dressed hogs, 21½c; city steam lard, 14½c; compound, 14½@14¾c.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, April 2, 1926.

General provision market continues dull and quiet. Little activity looked for until after Easter holiday.

Movement of heavy Cumblands, square shoulders, American Wiltshires and clear bellies restricted, while light weights sold much better.

Spot sales A. C. hams averaged slightly higher. Some complaint of their carrying too much fat for general satisfaction.

Fair demand for square shoulders and lard. A few trades consummated on pure refined lard, straight cars from American packers c.i.f. terms, on a basis of 15½c New York, American funds.

Some interest in short clear backs 20/25 and 25/30 avs.; moderate buys.

Today's prices are as follows: Shoulders, squares, 85s; picnics, 83s; hams, long cut, 116s; American cut, 120s; bacon Cumberland cuts, 102s; short backs, 105s; bellies, clear, 93s; Canadian, 115s; Wiltshire, 100s; spot lard, 74s 6d.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending March 27, 1926, with comparisons, as follows:

	Week ending	Cor. week.
Western dressed meats:	Mar. 27.	1925.
Steers, carcasses	8,668½	7,789½
Cows, carcasses	1,044	1,072
Bulls, carcasses	90	75
Veals, carcasses	12,160	12,504
Hogs and pigs	...	25
Lambs, carcasses	26,910	29,064
Mutton, carcasses	2,541	3,510
Beef cuts, lbs.	363,331	477,643
Pork cuts, lbs.	1,285,243	1,492,232

Local slaughters:

Cattle	9,911	9,517	9,598
Calves	17,571	14,714	15,050
Hogs	43,571	45,400	42,851
Sheep	41,920	44,404	35,090

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending March 27, 1926, with comparisons:

	Week ending	Cor. week.
Western dressed meats:	Mar. 27.	1925.
Steers, carcasses	2,458	2,177
Cows, carcasses	977	849
Bulls, carcasses	201	244
Veals, carcasses	2,203	2,130
Lambs, carcasses	11,540	9,936
Mutton, carcasses	1,195	1,167
Pork, lbs.	704,126	482,700

Local slaughters:

Cattle	2,000	2,343	2,022
Calves	2,575	2,337	2,608
Hogs	18,272	17,060	15,174
Sheep	4,214	5,315	4,167

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending March 27, 1926, with comparisons:

	Week ending	Cor. week.
Western dressed meats:	Mar. 27.	1925.
Steers, carcasses	2,546	2,578
Cows, carcasses	2,044	2,096
Bulls, carcasses	45	54
Veals, carcasses	1,300	1,320
Lambs, carcasses	14,891	16,362
Mutton, carcasses	552	393
Pork, lbs.	645,661	538,840

Local slaughters:

Cattle	1,762	1,643	1,756
Calves	2,514	3,379	3,654
Hogs	11,062	11,488	10,827
Sheep	3,645	2,073	3,041

TRADE GLEANINGS.

Frank Schaaf is having plans prepared for a new sausage factory which he plans to erect in Milwaukee, Wis.

The Nampa Poultry Company's produce plant in Nampa, Ida., has been sold to Swift & Company. F. L. Stone has been appointed manager of the plant.

Ashford Trading Company has been incorporated in Ashford, Ala., with a capital stock of \$10,000 by S. W. Burkett, C. F. Baker and others. The company will carry on a fertilizer manufacturing business.

The coolers of Wilkins Brothers Packing Company in Ft. Wayne, Ind., were recently damaged by fire to the extent of around \$30,000. The flames were confined entirely to the three-story cooler building.

A new abattoir has been constructed in Midvale, Utah, by P. G. Rasmussen & Sons, operators of a chain of stores in Salt Lake and nearby points. The abattoir, which cost \$20,000, has a capacity of 100 head daily, and is designed to permit expansion later on if desired.

The plant of the Marani Products Company in Anacortes, Wash., was recently sold to the Smith Products Company of New York. Thomas D. Smith, president of the company, announced that the Marani plant will be remodeled and used as a soap factory. Production will be at the rate of two tons daily at the start, but will be increased to 40 tons daily within a few months.

THE WISE ADVERTISER.

The man who advertises with short and sudden jerks
Is the man who blames the editor because it never works.
The man who gets the business has a strong and steady pull,
He keeps his trade and paper, from year to year, quite full.
He plans his advertisement in a thoughtful, honest way,
And keeps forever at it until he makes it pay.—Ex.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending March 27, 1926:

CATTLE.

	Week ending	Prev. week.	Cor. week.
Chicago	30,870	32,882	27,637
Kansas City	23,340	25,842	24,747
Omaha	23,045	26,627	20,065
East St. Louis	8,373	11,140	14,282
St. Joseph	9,070	9,344	8,311
Sioux City	2,223	9,216	9,220
Cudahy	1,037	881	656
Fort Worth	5,850	4,518	7,843
Philadelphia	2,000	2,343	2,022
Indianapolis	3,755	4,063	1,694
Boston	1,762	1,643	1,756
New York and Jersey City	9,911	9,517	9,598
Oklahoma City	5,138	4,073	6,774
Total	133,586	142,580	134,513

HOGS.

Chicago	93,000	92,100	92,500
Kansas City	15,991	31,123	25,640
Omaha	23,045	30,446	31,760
East St. Louis	24,610	28,279	24,512
St. Joseph	12,326	20,267	13,988
Sioux City	28,173	33,640	54,760
Cudahy	7,762	6,032	3,306
Ottumwa	12,299	11,378	10,590
Fort Worth	3,738	2,270	11,862
Philadelphia	18,272	23,328	15,174
Indianapolis	23,701	21,700	14,772
Boston	11,663	11,488	10,827
New York and Jersey City	43,571	45,409	42,851
Oklahoma City	5,309	5,545	7,143
Total	338,965	364,436	387,490

SHEEP.

Chicago	74,886	60,125	50,257
Kansas City	30,104	21,443	25,124
Omaha	47,311	43,227	30,865
East St. Louis	7,206	4,320	4,901
St. Joseph	30,327	30,677	27,265
Sioux City	2,886	2,431	3,008
Cudahy	324	224	221
Fort Worth	2,063	986	1,547
Philadelphia	4,214	5,315	4,167
Indianapolis	610	343	1,088
Boston	3,035	2,973	3,041
New York and Jersey City	41,926	44,104	35,090
Oklahoma City	110	38	3
Total	245,678	222,512	192,066

April 3, 1926.

CATTLE

HOGS

CALVES

SHEEP

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ST. LOUIS.
(Reported by U. S. Bureau of Agricultural Economics.)
E. St. Louis, Ill., April 1, 1926.

CATTLE—Light receipts this week, due partly to previous declines and otherwise to the blizzard that gripped the middlewest, sent prices upward on all classes but bulls and vealers. Compared with one week ago beef steers and beef cows sold 25@40c higher; light yearlings and heifers, 50c higher; canners, 25c higher; bulls, steady, good and choice vealers, \$1.25@1.50.

Tops for week; matured steers, \$10.20; weight 1,153 lb. yearlings, \$9.75; mixed yearlings, \$9.60. Bulks for week: beef steers, \$7.90@9.50; fat light yearlings and heifers, \$9.00@9.50; medium heifers, \$8.00@8.75; cows, \$5.75@6.75; canners, \$3.75@5.50.

HOGS—Bad weather cut off supplies about 25 per cent. The market has been very strong, losses occurring late the preceding week being regained with a good margin to spare. Today's prices were around 50c higher on heavy hogs, 25@50c higher on medium weights and 10@15c higher on light hogs and underweights than last Thursday.

Top light hogs, \$13.65; bulk 190 lbs. down, \$13.40@13.50; 200@220 lb. weights, \$12.85@13.25; 240@260 lb., \$12.50@12.85; 260 lbs. and up, \$12.25@12.65; good pigs around \$13.00; packing sows, \$10.50@10.75.

SHEEP—Fat lambs are 50c lower than a week ago and aged sheep about unchanged. Supplies were mostly clipped lambs from local feed lots. Fat 87 lb. woolled lambs brought \$12.75; 95 pounds, \$12.50 and 109 lbs., \$11.50. Top clippers, \$11.00; bulk light weights, \$10.25@10.75; others downward to \$9.00 for 111 lb. avg.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., March 30, 1926.

CATTLE—Cattle receipts around 5,000 for two days this week, and bulk of these were beef steers and yearlings. Trade slow on all killing classes and values around 25c lower. Top steers, \$9.50; bulk of sales, \$8.75@9.25. Colorado pulp steers, \$8.35@9.00. Mixed yearlings mostly \$8.00@8.50, with tops at \$9.50 on two loads of 691-pound Colorados.

Heifers sold mostly \$6.50@8.50, with two loads at \$9.25. Bulk of fair to good cows \$5.25@6.75, and canners and cutters \$3.60@4.25.

Bulls largely \$5.25@6.00, choice kinds up to \$6.50. Calves 50c@\$1.00 lower, top veals \$10.00.

HOGS—Hog receipts for two days around 7,500 against 7,992 same days a week ago. There was a firmer tone to the trade this week. Lightweights held a generally steady level, while heavier grades are strong to 25c higher.

To-day's top \$12.50 and bulk of sales \$11.25@12.25. Throwout packing sows \$9.75@10.25.

SHEEP—Sheep receipts around 12,500 for the period. Lamb prices 25@50c lower, sheep scarce and steady.

To-day's top on lambs \$12.25, heavies down to \$11.75. Choice ewes up to \$8.75.

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LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, April 1, 1926.

CATTLE—Supply figures were upset by the unseasonal snow storm, approximately 40,000 head of cattle arriving during the first four days of the calendar week as contrasted with 55,000 a week earlier. Good to choice bullocks of all representative weights advanced 25@50c. As the week closed \$10.85 was paid for 1,580 lb. averages, several loads making \$10.50@10.75.

But outside these well finished steers it was a rather drab and sluggish market, outlet for kinds of value to sell at \$9.00 downward being decidedly apathetic. A spread of \$8.75@10.00 took most fat steers, although there was a generous size package of all representative weights at \$10.00 and above. But with choice kinds working higher and thin kinds sinking, the spread, which until recently has been abnormally narrow, has widened materially, steers good enough for low grade of carcass beef selling down to \$7.25@7.50.

Fat cows and heifers also slumped, downturns amounting to 25@50c. The recent premium paid for tested dairy bred cows has practically disappeared and, figuring in the decline during the week, most canner cows closed on a \$4.00@4.25 basis, and strong weight cutters had difficulty in passing \$4.50.

Bulls although scarce ruled easy. Vealers lost \$2.00, closing on \$10.00@10.50 levels to packers.

HOGS—Conflicting abnormal conditions governed swine trade the last week, but two "weather" sessions marked by short storm-bound receipts and soaring values more than offset the bearish influence of an indifferent demand usually noted in the pre-Easter fresh pork trade. Prices further benefited by the tendency to react from the low point reached late last week at the bottom of a long downward swing.

Net gains since last Thursday generally amounted to 20@35c, the weightier butchers lagged behind in the gains, and desirable lighter weights registered the full upturns. Packing sows scored 20@25c gains for the week. On this basis selected light lights topped at \$13.65, choice 200 lb. kinds \$13.35 and 250-lb. butchers ranged up to \$12.35.

S H E E P—Unevenness featured the trade on fat lambs during the week, bulk of light and handyweights closing 25@50c lower, while heavy kinds maintained fully steady prices, with a liberal percentage around 25c higher. Best handy weight lambs today scored \$13.75, as against a top of \$14.25 a week ago.

Yearling wethers show declines of around 25c, best today realizing \$11.25. Fat sheep, due to scarcity of receipts, moved up fully 25c in the price scale, a few choice handyweight ewes going on shipping account at \$9.35, with sizable lots of choice kinds at \$9.00@9.25.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)
Kansas City, Mo., April 1, 1926.

CATTLE—Trade in fed steers ruled very uneven throughout the week. Better grades of yearlings, light weight steers and a few strictly desirable heavy steers are strong to 25c higher. Other fed offerings met a dull trade at steady to 15c lower rates.

Yearlings topped the week's trade at \$10.00, while best heavies sold at \$9.75. A few desirable medium weights made \$9.75@10.00, but the bulk of the supply of all weights cashed from \$8.25@9.25.

Light weight heifers closed strong to

15c higher, while other grades of fat she stock sold unevenly at 15@25c lower levels. Canners, cutters and bulls steady.

Veal calves sold at \$1.00@2.00 lower prices, with choice lots at \$10.00 and \$10.50.

HOGS—Lighter receipts of hogs reflected a stronger undertone in the trade, and the bulk of the offerings scaling over 200 lbs. show gains of 25@35c over a week ago. Lighter weights and light lights met a rather limited outlet and closed steady to 25c off. Packing sows ruled 25c higher.

SHEEP—A weaker undertone prevailed in the fat lamb market and prices were reduced 40@70c as compared with a week previous. Best wooled offerings cleared at \$12.65, with the bulk of the desirable weights going at \$12.25@12.60. Arizona springers sold at \$14.00, and odd lots of natives reached \$16.00.

Aged sheep were scarce and prices remained steady. Small lots of fat ewes went at \$8.00@8.50.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Neb., April 1, 1926.

CATTLE—The market for fed steers and yearlings was dull the first two days of the week and prices worked 15@25c lower. But with light receipts Wednesday and Thursday most of the decline was regained, placing current values on a steady to 15c lower basis as compared with the close of last week with practically all grades steady.

She stock and bulls are also steady to 15c lower. Veal prices declined \$1.00, with practical top at \$9.50.

HOGS—Due to light receipts and fair outlet to order buyers, medium and strong weight butchers have been in favor throughout the seven day period and reflect a 25@50c advance. Light offerings

have exceeded immediate requirements and show a 25@50c decline.

A narrowing of the price spread between heavy and light hogs is the outstanding market feature current. Bulk of all sales ranged Thursday, \$11.35@12.25; top, \$12.50. Packing sows uncovered a 25c upturn for the week; bulk today, \$9.50@10.00.

SHEEP—An uneven distribution of supplies has resulted in violent fluctuations in the fat lamb trade. Early in the week, declines featured, but toward the close, under light supplies, partial recovery has been made. Light lambs reflect a decline of 50@75c; heavy lambs, steady to 25c lower. Thursday's bulk of fed wooled lambs \$12.25@12.75; top, \$12.75. Fed clipped lambs, \$9.40@10.35. A few loads of native spring for Easter trade sold this week at \$16.00@16.50.

Fat sheep and yearlings have been scarce, market strong. Ewe top, \$9.00; wethers, \$9.50; yearlings, \$11.00.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Department of Agriculture.)

So. St. Paul, Minn., March 31, 1926.

CATTLE—Contracted receipts of cattle both locally and at outside markets have failed to stop price reductions, and uneven discounts of 15@25c have been effected on steers, yearlings and fat cows, other classes holding about steady.

Medium weight steers reached \$9.10; yearlings, \$9.00; bulk of the run centering at \$8.00@8.50. She stock sold mainly at \$4.50@5.75 on cows, and \$6.00@7.50 on heifers, lighterweights scoring upwards to \$8.50. Canners and cutters bulked at \$3.75@4.25, bologna bulls being listed for the most part at \$5.00@5.50.

Veal calves suffered a series of sharp declines and are closing around \$2.50@3.00 lower for the week, good lights bulking today to packers at \$9.00@9.50.

HOGS—Lightweight hogs are selling about 25c lower than a week ago, heavy

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, April 1, 1926, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
TOP	\$13.65	\$13.65	\$12.50	\$12.95	\$12.85
BULK OF SALES.....	11.00@18.00	12.25@13.50	11.35@12.25	11.10@12.65	11.50@12.50
Hvy. wt. (250-350 lbs.), med-ch.....	11.25@12.35	11.75@12.65	11.00@11.80	10.90@12.00	11.40@12.00
Med. wt. (200-250 lbs.), med-ch.....	11.50@13.35	12.26@13.10	11.50@12.35	11.35@12.65	11.50@12.50
Lt. wt. (160-200 lbs.), com-ch.....	12.25@13.63	12.75@13.40	12.10@12.50	12.25@13.60	12.50@12.85
Lt. wt. (130-160 lbs.), com-ch.....	10.40@10.90	10.25@10.90	9.25@10.00	9.50@10.50	9.75@10.25
Packing sows, smooth and rough.....	13.00@13.40	13.25@13.75	12.10@12.80	12.25@13.75	13.25@14.00
Slight. pigs (150 lbs. down), med-ch.....	12.25@13.75	12.25@13.75	12.72-214 lb.	11.34-256 lb.	11.80-237 lb.
AV. cost and wt., Wed. (pigs excluded).....	12.24-226 lb.	12.24-226 lb.	11.34-256 lb.	11.80-237 lb.	11.80-237 lb.
 Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):	9.75@11.00				
Good-ch.	9.75@11.00				
STEERS (1,100-1,500 LBS.):					
Choice.....	10.50@11.00	10.35@11.00	9.40@10.35	9.50@10.35	9.50@10.35
Good.....	9.75@10.65	9.60@10.50	8.75@9.60	8.50@9.75	8.50@10.00
Medium.....	8.35@9.75	8.50@9.60	8.10@8.90	7.75@8.75	8.00@8.50
Common.....	7.00@8.35	7.25@8.50	6.25@8.10	6.25@8.10	6.00@8.00
STEERS (1,100 LBS. DOWN):					
Choice.....	10.50@11.00	10.50@11.00	9.00@10.50	9.00@10.50	9.00@10.50
Good.....	9.75@10.65	9.75@10.50	8.85@9.75	8.75@9.90	9.00@10.25
Medium.....	8.35@9.75	8.50@9.75	8.10@9.00	7.75@8.90	8.00@8.00
Common.....	7.00@8.35	7.00@8.50	6.25@8.10	6.00@8.75	6.00@8.00
Canner and cutter.....	5.25@7.00	5.50@7.00	4.65@6.25	4.75@6.00	4.00@6.00
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down).....	9.00@10.50	9.25@10.50	8.50@10.10	8.50@10.25	9.00@10.25
HEIFERS:					
Good-choice (850 lbs. up).....	7.00@10.00	7.75@10.00	6.85@9.35	6.75@9.25	7.50@9.25
Common-med. (all weights).....	5.85@8.50	6.00@8.00	5.25@7.60	5.25@7.75	5.00@7.50
COWS:					
Good to choice.....	6.15@8.00	6.75@8.00	6.15@7.70	6.15@7.50	6.25@8.00
Common and medium.....	4.90@6.15	5.50@6.75	4.75@6.15	4.60@6.15	4.50@6.25
Canner and cutter.....	3.75@4.60	3.60@5.60	3.30@4.75	3.50@4.60	3.25@4.50
BULLS:					
Good-ch. (beef 1,500 lbs. up).....	6.00@8.50	6.25@8.75	5.75@6.40	5.75@6.50	5.50@6.25
Good-ch. (1,500 lbs. down).....	6.00@7.00	6.25@7.25	5.75@6.65	6.00@7.00	5.50@6.50
Can-med. (canner and bologna).....	5.25@6.00	4.50@6.50	4.00@5.75	4.50@6.00	4.00@5.50
CALVES:					
Medium to choice (milk fed exc.).....	6.00@7.50	6.00@9.00	5.25@7.75	6.00@8.75	4.50@6.50
Cull-common.....	5.00@6.00	5.00@6.00	4.25@5.25	4.00@6.00	3.50@4.50
VEALERS:					
Medium to choice.....	9.50@13.00	9.00@12.75	7.00@10.00	7.00@11.00	7.00@10.00
Cull-common.....	5.75@9.50	4.50@9.00	4.50@7.00	4.50@7.00	4.50@7.50
Slaugher Sheep and Lambs:					
Lambs, med., to choice (84 lbs. down).....	11.75@13.75	12.00@12.85	11.50@12.75	10.75@12.75	
Lambs, cull-com. (all weights).....	11.50@11.75	9.75@12.00	9.50@11.50	9.50@10.75	
Yearling wethers, medium to choice.....	9.00@11.50	8.50@11.25	8.00@11.00	9.00@11.25	
Ewes, common to choice.....	5.50@8.25	5.25@8.75	5.00@9.00	5.25@8.75	4.75@8.75
Ewes, canners and cull.....	2.00@5.50	2.00@5.50	1.75@5.00	1.50@5.25	1.50@4.75

butchers mostly 25c higher. Desirable lightweights cashed today at \$12.50@12.75, mediumweight butchers, \$11.65@12.25; heavy butchers mostly \$11.50.

Packing sows bulked at \$10.00; pigs, \$14.25.

SHEEP—Fat lambs are about 50c lower than last Wednesday, best natives cashing today at \$12.50 with choice kinds salable upwards to around \$12.75. Fat ewes are selling mostly from \$7.50@8.50.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, March 27, 1926, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.	
Armour & Co.	6,591	10,000	25,079	
Swift & Co.	8,030	8,300	31,782	
Morrill & Co.	4,141	5,000	7,829	
Wilson & Co.	6,711	6,400	10,096	
Anglo. Amer. Prog. Co.	981	3,600	.....
G. H. Hammond Co.	3,690	3,900	.....
Libby, McNeil & Libby	966	.....	.....
Brennan Packing Co.	6,100	hogs; Miller & Hart, 5,100 hogs; Independent Packing Co., 8,800 hogs; Boyd, Lanham & Co., 4,200 hogs; Western Packing & Provision Co., 7,000 hogs; Roberts & Onke, 6,200 hogs; others, 22,700 hogs.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,723	1,044	4,130	5,412
Cudahy Pkg. Co.	5,533	1,017	2,958	6,120
Powier Pkg. Co.	1,004	14	.....	.....
Morris & Co.	2,085	820	2,617	3,561
Swift & Co.	3,621	496	4,203	6,463
Wilson & Co.	4,308	686	4,590	6,548
Local butchers	941	148	384	.....
Total	10,115	4,225	18,901	30,104

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	6,132	9,725	12,395
Cudahy Pkg. Co.	5,446	8,955	18,232
Dold Pkg. Co.	993	3,962	.....
Morris & Co.	2,991	4,167	8,391
Wilson & Co.	5,736	6,406	13,924
M. Glassberg	8	.....	.....
Hoffman Pkg. Co.	67	.....	.....
Mayerowich & Vail	45	.....	.....
G. & M. Pkg. Co.	2	.....	.....
Omaha Pkg. Co.	69	.....	.....
John Roth & Sons	102	.....	.....
So. Omaha Pkg. Co.	151	.....	.....
Lincoln Pkg. Co.	438	.....	.....
Nagle Pkg. Co.	145	.....	.....
Sinclair Pkg. Co.	148	.....	.....
Wilson & Co.	398	.....	.....
Kennett-Murray Co.	10,210	.....	.....
J. W. Murphy	9,386	.....	.....
Other hog buyers, Omaha	9,486	.....	.....
Total	22,881	62,297	52,042

ST. LOUIS.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	2,141	6,737	2,634
Swift & Co.	2,752	6,517	1,884
Morris & Co.	1,750	4,898	861
St. Louis Dressed Beef Co.	1,229	.....	.....
Independent Pkg. Co.	811	200	.....
East Side Pkg. Co.	940	2,350	26
Hell Pkg. Co.	482	.....	.....
American Pkg. Co.	157	283	60
Krey Pkg. Co.	130	212	.....
Sartorius	122	725	.....
Siefert Pkg. Co.	122	390	.....
Gerst Bros.	66	1,036	.....
Butchers	11,102	50,885	689
Total	21,200	74,517	6,354

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,558	787	6,090	19,517
Armour & Co.	2,248	404	2,653	6,240
Morris & Co.	1,721	251	3,459	4,570
Others	2,585	501	9,518	7,302
Total	10,122	1,043	21,720	37,629

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,979	322	11,239	752
Armour & Co.	3,110	306	10,443	841
Swift & Co.	2,356	421	6,355	838
Sacks Pkg. Co.	177	60	.....	.....
Smith Bros. Pkg. Co.	11	8	52	.....
Local butchers	64	13	3	.....
Order buyers and packer shipments	2,622	31	23,277	.....
Total	11,319	1,161	51,370	2,431

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,591	873	1,000	110
Wilson & Co.	1,691	915	3,260	110
Others	68	.....	140	.....
Total	3,350	1,788	5,309	110

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	771	627	4,081	810
Dold Pkg. Co.	350	24	4,068	.....
Local butchers	196	.....	.....	.....
Total	1,317	651	8,149	810

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,840	4,786	23,775	1,314
Cudahy Pkg. Co.	329	2,390	320	40
Hertz & Rikfin	236	49	.....	.....
United Pkg. Co.	1,532	160	.....	.....
Swift & Co.	4,650	7,188	24,900	1,533
Others	840	348	8,646	.....
Total	10,436	14,891	57,641	2,887

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,389	3,098	7,849	504
Kingan & Co.	1,670	788	9,677	38
Morrill & Co.	17	.....	.....	.....
Armour & Co.	1,098	32	.....	.....
Indianapolis Abt. Corp.	1,098	1,010	.....	.....
Hilgemeyer Bros.	138	14	.....	.....
Brown Bros.	109	282	.....	.....
Schusler Pkg. Co.	36	234	.....	.....
Riverview Pkg. Co.	16	153	.....	.....
Meier Pkg. Co.	69	232	.....	.....
Indiana Prov. Co.	34	243	2	.....
Art Wabritz	3	56	12	.....
Hoosier Abt. Co.	54	109	192	23
Others	251	109	192	23
Total	5,046	5,115	22,388	570

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kalin's Sons Co.	612	444	3,301	222
Kroger Groc. & Bak. Co.	310	99	2,461	.....
Gus Juengling	109	126	.....	38
J. & F. Schrot Pkg. Co.	17	2,988	.....	.....
H. H. Meyer Pkg. Co.	23	2,388	.....	.....
J. Hilberg's Sons	137	40	.....	.....
A. Sander Pkg. Co.	7	1,644	.....	.....
Sam Gall.	6	306	.....	.....
J. Schlacter's Sons	204	169	133	.....
Wm. G. Rehn's Co.	132	8	.....	.....
Total	1,577	876	12,782	739

RECAPITULATION.

	Recapitulation of packers' purchases by market for the week ending March 27, 1926, with comparisons:			
CATTLE.				
Week ending Mar. 27.	Prev. week.	Cor. week.		
Chicago	30,870	32,882	27,037	
Kansas City	22,881	22,474	22,836	
St. Louis	21,300	20,400	19,100	
St. Joseph	10,122	10,667	9,910	
St. Paul	11,319	12,036	11,013	
Oklahoma City	22,881	22,474	22,836	
Wichita	3,350	4,937	5,651	
Indianapolis	21,237	21,527	20,257	
Pittsburgh	1,577	1,657	1,615	
Cincinnati	1,577	2,435	2,409	
Buffalo	1,317	1,772	1,933	
Cleveland	1,317	2,216	2,166	
St. Paul	10,436	11,405	8,730	
Total	137,233	147,340	131,347	

HOGS.

	Week ending Mar. 27.	Prev. week.	Cor. week.	
Chicago	74,886	66,125	50,257	
Kansas City	30,104	21,443	25,124	
Omaha	32,042	40,090	43,128	
St. Louis	6,354	4,309	5,630	
St. Joseph	37,629	34,049	38,033	
St. Paul	2,431	2,541	2,951	
Oklahoma City	110	38	50	
Wichita	579	1,467	440	
Indianapolis	739	574	319	
Pittsburgh	145	56	100	
Cincinnati	310	404	352	
Buffalo	11	404	352	
Cleveland	5,955	2,992	2,992	
St. Paul	2,887	2,694	2,992	
Total	209,471	179,834	169,290	

SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,480	11,797	9,776	14,357
New York	823	3,279	14,440	3,288
Central Union	2,606	1,762	506	21,258
Total	6,999	16,838	24,722	38,883
Previous week	10,560	16,325	24,223	40,197
Two weeks ago	8,363	14,872	26,456	32,405

RECEIPTS AT CENTERS.

SATURDAY, MARCH 27, 1926.

	Cattle.	Hogs.	Sheep.

<tbl

HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES.—Considerable activity developed in the market on big packer hides this week at lower price levels. Conservative estimate shows between 60,000 and 75,000 hides sold during the week.

There were sales of 2,000 St. Paul light cows at 11½c; one packer sold 2,000 light native cows at 11c; sales of 12,000 heavy native steers at 11½c were reported, also 5,000 butt branded steers at 11½c; 1,400 heavy Texas steers at 11½c; 8,000 Colorados at 11c; 2,200 light Texas steers at 11c; another lot of 13,000 light native cows sold at 11c and about 14,000 branded cows moved at 10c. All selections moved at ½c less than previous trading prices.

The general trend of the market appears steady to easy; buyers now submitting lower bids. Statistically, conditions appear to be sound, as leathers are reported to be moving in a fair way, but the volume of new business in leather is reported from some quarters as rather disappointing.

SMALL PACKER HIDES.—After the break in big packer hides, small packer stocks were comparatively easier, with all weight native steers and cows priced nominally around 11c; branded stocks 10c, with no activity in the market. One or two local killers still own their production of March hides but are not inclined to offer April take-off before the middle of month.

Majority of local killers are sold up to April 1st and, with an improvement in the quality of hides in sight, there is a feeling that prices may re-act and seek somewhat higher levels.

COUNTRY HIDES.—Country hides have moved in a very limited way, with a lower trend in selling prices. Eastern buyers have been showing very little interest in these stocks and the little trading done has been by western buyers. These hides apparently felt the effects of the decline in big packer stocks.

Heavy steers are nominally 10@10½c; heavy cows and steers 8½@9½c asked; buff weights easier and slow at 9½c; choice lots, 10c; extremes nominally 10½c for grubby 25/50 lb. weights and asking up to 12c for good quality 25/45 lb. stocks; bulls, 8@8½c, nominally; western all weight branded, 8@8½c, Chicago freight.

CALFSKINS.—Market on calfskins considered generally weak; buyers indifferent. With tanners talking lower prices and the season at hand when receipts of skins are large, market shows little strength.

Last sales of big packer calfskins at 18c; first salted Chicago city calfskins inactive, with 16½c last paid, now offered at this figure; resaltd lots are slow at 14@16c, selected. Outside city calfskins considered 15@15½c, depending upon quality; market dull.

Kipskins have been dull, with stocks showing some accumulation; buyers showing little interest and not inclined to trade with the calfskin market in unsettled position.

After the movement of big packer hides at lower levels, there was some activity in kips, regular weight northerns moving at 15c, and southern natives at 14c, selected, prices being slightly easier than last trading.

The overweight southern kips brought 13c, northern overweights 14c, and branded 12½c. First salted city kips are easier, with 14c, selected, asked; resaltd dull at 12@12c, selected. One dealer refused bid of 14c for city kips. Outside city kips priced at 10@11c, with 12c con-

sidered top for very best. Slunk skins nominally 50@75c.

MISCELLANEOUS MARKETS.—Dry hides inactive and dull, in sympathy with wet salted hides. Market considered nominally 17@18c for flints, with a premium asked for light weight dry stocks. Horse-hides are dull, with undertone easy. Market considered \$3.50@4.50 for good renderers, outside figure considered top for best renderers. Sheep pelts have been slow and easier, in sympathy with the wool market. Current packer pelts considered \$2.00@2.35, according to weight; dry pelts slow at 22@24c per pound.

New York.

NEW YORK PACKER HIDES.—Sales reported for export shipment, about 4,500 March natives at 11c. Market generally quiet, although slightly better inquiries from local tanners; however, tanners have shown little interest in common dry hides and for some time have been buying only to take care of immediate requirements. There has been a little easing of the selling position, but not sufficient to attract buyers.

The recent export sales have a tendency to give sellers a little more confidence and buyers' inquiries may develop into actual trading. One packer sold March production of natives at 11c; another concern participated at same figure. Small concerns sold butts and Colorados at 11c and 10½c, March salting. These prices generally ½c under previous asking price.

OUTSIDE PACKER HIDES.—Outside packer hides are quiet with demand rather slow, occasioned by the more liberal offerings of hides where take-off is more suitable. Under present conditions buyers show very little interest in outside packer hides unless they can be purchased at a strong discount under nominal market for suitable hides. The recent break in hides in general is no inducement for outside packers to trade.

COUNTRY HIDES.—Country hides are considered about unchanged. Trading dull but prices fairly steady. Sellers not inclined to offer on this market.

CALFSKINS.—New York city calfskins quiet and unchanged; prices are weak. There were sales early in the week at \$1.50 for 5-7's, with \$1.55@1.65 now asked; 7-9's sold at \$1.85, same figure now asked; 9-12's are held at \$2.75.

FOREIGN WET SALTED HIDES.—River Plate market very quiet; however, some inquiries for European account and the trade expects to see some business result in the way of orders for replacement, as stocks of both United States and European tanners are estimated rather low. The last reported sales were 4,000 Frigorifico steers at 16½c, and 1,000 La Blanca cows at 14-16c. Sale was reported of about 12,000 Montevideo steers going to Europe at about equal to 16½c c.a.f. New York. Frigorifico steers are now held at 16½c.

Packer hide production in the Argentine during February amounted to 253,694, as compared with 309,952 during February, 1925, according to a cable to the Department of Commerce from its representative at Buenos Aires. From January to February 28th of this year this production has amounted to 509,301, as compared with 629,322 during the same period of the previous year.

The stocks of cow hides are reported reduced to point where there is good demand and higher prices expected. Steer hide stocks are adequate, with prices about unchanged.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending March 25, 1926, with comparisons:

BUTCHER STEERS.

	1,000 to 1,200 lbs.	Week ended Mar. 25.	Same week, 1925.	Week ended Mar. 18.
Toronto	\$ 7.90	\$ 8.75	\$ 7.75	
Montreal (W)	8.25	8.00	7.75	
Montreal (E)	8.25	8.00	7.75	
Winnipeg	6.50	7.00	6.50	
Calgary	6.50	7.00	6.50	
Edmonton	6.50	7.00	6.50	

VEAL CALVES.

	Week ended Mar. 25.	Same week, 1925.	Week ended Mar. 18.
Toronto	\$14.50	\$14.00	\$13.50
Montreal (W)	10.50	10.00	10.00
Montreal (E)	10.50	10.00	10.00
Winnipeg	9.00	9.00	10.50
Calgary	8.00	9.00	8.00
Edmonton	10.00	8.00	10.00

SELECT BACON HOGS.

	Week ended Mar. 25.	Same week, 1925.	Week ended Mar. 18.
Toronto	\$15.06	\$15.53	\$15.08
Montreal (W)	14.25	15.25	14.25
Montreal (E)	14.25	15.25	14.25
Winnipeg	14.30	14.50	14.02
Calgary	14.13	14.50	14.13
Edmonton	14.13	14.50	13.75

GOOD LAMBS.

	Week ended Mar. 25.	Same week, 1925.	Week ended Mar. 18.
Toronto	\$14.00	\$16.00	\$14.50
Montreal (W)	11.25	13.50	11.25
Montreal (E)	11.25	13.50	11.25
Winnipeg	11.25	13.50	12.00
Calgary	11.25	14.50	11.50
Edmonton	11.75	15.00	12.00

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending April 3, 1926, with comparisons, are reported as follows:

PACKER HIDES.

	Week ending Apr. 3, '26.	Week ending Mar. 27, '26.	Cor. week 1925.
Spready native steers	13½@14c	@14½n	@16c
Heavy native steers	@11½c	@12c	@14c
Heavy Texas steers	@11½c	@12c	@14c
Heavy butt branded steers	@11½c	@12c	@14c
Heavy Colorado steers	@11c	@11½c	@14c
Ex-Light Texas steers	@10½c	10½@11c	@13½c
Branded cows	@10c	@10½c	@13c
Heavy native cows	@10½ax 10½@11c		@13c
Light native cows	@11c	@11½c	@13½c
Native bulls	6@9½n	6@9½c	@10½c
Branded bulls	6@8n	6@8c	@9½n
Calfskins	@18c	18@18½c	22½@23½c
Kips	@15c	@15c	@15c
Kips, over	@14c	@14c	@15c
Kips, branded	@12½c	12@12½c	@13c
Slunks, regular	50@75c	75c	@1.00
Slunks, hairless	50@60c	50@60c	@60c
Light, Native, Butts, Colorado and Texas steers	1c per lb. less than heavies.		

CITY AND SMALL PACKERS.

	Week ending Apr. 3, '26.	Week ending Mar. 27, '26.	Cor. week 1925.
Natives, all weights	@11c	@11½c	@13½c
Bulls, native	9@9½c	9@9½c	@10½c
Br. str. hds.	10c	10c	@13½c
Calfskins	@15½n	@16½c	@19c
Kips	@13n	13½@14c	14@14½c
Slunks, regular	50@75c	75c	@1.30
Slunks, hairless	No. 1.....25@30n	@35c	@50c

COUNTRY HIDES.

	Week ending Apr. 3, '26.	Week ending Mar. 27, '26.	Cor. week 1925.
Heavy steers	10½@11c	11@11½c	12@12½c
Heavy cows	7½@7c	9@9½c	10%@11c
Extremes	9@9½c	9½@10c	@11c
Bulls	11@12c	11@12c	12½@13c
Branded hides	8@8½c	8@8½c	8@8½c
Calfskins	13@14c	14@15c	15@15½c
Kips	11@12c	12@13c	13@13½c
Light calf	\$0.70@0.80	\$0.80@0.90	\$1.00@1.10
Deacons	\$0.60@0.70	\$0.70@0.80	\$0.90@1.00
Slunks, regular	\$0.60@0.70	\$0.70@0.80	\$0.95@1.10
Slunks, hairless	10.15@0.20	10.25@0.30	\$0.25@0.35
Horsehides	\$3.75@4.00	\$3.75@4.00	\$4.25@4.75
Hogskins	\$0.20@0.25	\$0.25@0.30	\$0.25@0.30

SHEEPSKINS.

	Week ending Apr. 3, '26.	Week ending Mar. 27, '26.	Cor. week 1925.
Large packers	\$2.00@2.35	\$2.00@2.60	\$3.70@3.90
Small packers	\$2.00@2.25	\$2.20@2.25	\$3.25@3.50
Pkrs. shearlings	@1.05	@1.05	\$1.00@1.05
Dry pelts	\$0.22@0.24	\$0.18@0.20	\$0.32@0.34

ICE AND REFRIGERATION

ICE NOTES.

Citizens Ice & Cold Storage Company in New Braunfels, Tex., has been sold to E. Cloutsnitzen. He plans to enlarge the capacity from 10 tons to 30 tons.

Pinellas Ice & Cold Storage Company is erecting a new 60-ton capacity plant in Largo, Fla.

It is reported that Holcroft & Simpson, of Wyonna, Okla., contemplate the erection of a 200-ton capacity ice plant in Panhandle, Tex. The cost is estimated at around \$200,000.

Atmore Pure Ice Company has been incorporated in Atmore, Ala., with a capital stock of \$18,000 by E. Leon Jones, A. C. Moore and others.

It is reported that Morris & Company

has leased the Power Building in Anderson, S. C., and will convert it into a modern cold storage plant. Cost is estimated at around \$20,000.

Glenwood Ice Company has been incorporated in Glenwood, Ark., with a capital stock of \$15,000 by T. H. Whitted, W. A. McKeowan and others.

Texas Central Power Company has acquired a site in Nordheim, Tex., where it will build an ice and cold storage plant.

CLASS IN REFRIGERATION.

A course in refrigeration engineering was recently started at the Siebel Institute of Technology, Chicago. The course as outlined is intensely practical and is

designed to give those taking it a thorough fundamental training in the subject. Students from all points of the United States, Canada and New Zealand are enrolled in the course.

HARRIS ABATTOIR PLANT.

(Continued from page 22.)
the necessary ground work to a full understanding of the meat business, Mr. Harris started for himself.

Started in a Small Way.

He was accustomed to going into the country surrounding Toronto and buying cattle, hogs and sheep as he saw them on the farms. It was a tribute to the faith these livestock raisers had in the man that they would carry for weeks the checks he gave them in return for their livestock.

In 1895 Mr. Harris established a packing plant in Toronto under the name of William Harris, his son joining him in the venture. This business was carried on until 1901, when a new company was formed, the present Harris Abattoir Company, Ltd., marketing at that time only fresh meats. With the formation of this new company Mr. J. S. McLean, the present secretary-treasurer, became associated with it.

During 1912 the company built a new plant at the Union Stock Yards, Toronto, and extended its operations to the handling of a complete meat line, including bacon and hams.

The principal stockholders today are James Harris, a son of William Harris; J. S. McLean, members of the Harris family, and the senior members of the staff. The capital of the company is thus entirely Canadian, and the stockholding is confined entirely to those engaged in the business.

Growth of the Company.

The company, since its inception, has had a steady growth. In 1901 its Toronto business was 25,000,000 pounds. In 1924 this had grown to 200,000,000 pounds. This did not include the production of the Gordon, Ironsides & Fares plants, which were acquired by the Harris interests in 1918. In 1924 alone, the Western plants produced 67,000,000 pounds.

Today the company has 17 branches in the East, two at Toronto, four in Montreal, one in Ottawa, Quebec, Halifax, St. John, Sudbury, Sault St. Marie, Hamilton, London, Windsor, Charlottetown, and a new plant in Timmins, Ontario. The Gordon, Ironsides & Fares branches are located at Fort William, Regina, Saskatchewan and Winnipeg.

More than 62 car route salesmen are employed in the East. Including the branch men, the number of salesmen is brought up to 150. The total number of employees in the East approximates 1,000. The Gordon, Ironsides & Fares branches employ 52 men, while the plant in St. Boniface has an office force of 48 and a plant force of 569.

Pioneer in Bacon Export Method.

One of the most revolutionary innovations was in connection with shipments of bacon to England. The Harris company was the first to ship Wiltshire sides in bales instead of boxes. This was done to eliminate the necessity of using borax as a preservative. This system is now generally used, and as a result of it the bacon export industry of Canada has been put on a much better basis.

The St. Boniface Plant, and the Toronto plant built in 1912, were designed and erection supervised by D. I. Davis & Associates of Chicago. The construction work was done by local contractors.

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All Kinds of Refrigerator Construction

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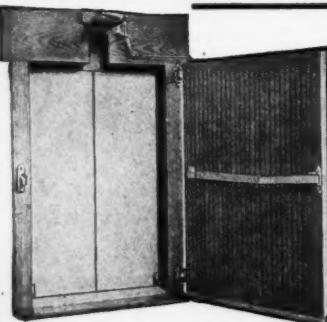
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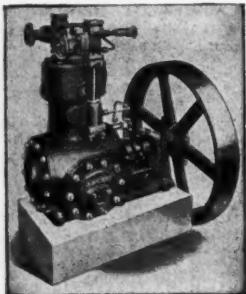


Figure and Find Out!

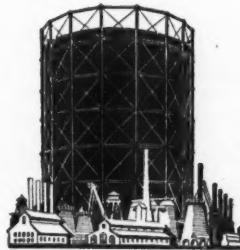
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Economical—
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of production.

Clean—
comfortable factory
working conditions.

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BETTER WITH
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Chicago Section

J. C. Gillies, of the William Davies Company, Toronto, Canada, was in the city this week on business.

Among Eastern visitors in Chicago this week was W. F. Schluderberg, president of the Wm. Schluderberg-T. J. Kurde Co., Baltimore, Md.

R. A. Rath, of the Rath Packing Co., Waterloo, Ia., made a trip to Chicago during the week, lightening the gloom with his well-known smile.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 27,804 cattle, 12,749 calves, 40,770 hogs and 35,453 sheep.

Howard R. Smith, president of Shafer & Co., Baltimore, Md., was a business caller in the city this week. It takes more than bad weather to stop Howard.

Another packer who braved Chicago's blizzard this week was A. C. Hofmann, Jr., president and general manager of A. C. Hofmann & Sons, Syracuse, N. Y.

Fred N. Phillips, president of the Birmingham Packing Co., Birmingham, Ala., was a visitor to Chicago this week. The Birmingham business continues to grow, and president Fred was here looking over equipment for a new department.

When President Jay E. Decker, of Jacob E. Decker & Sons Co., Inc., Mason City, Ia., reached Chicago this week in the midst of the worst March blizzard in history, he reported that there had been no snow whatever in his city. Guess we had it all in Chicago.

Jervis H. Coats, of Glasgow, Scotland, a prominent member of the provision trade in his country and a faithful reader of THE NATIONAL PROVISIONER, recently

returned home after a visit to the United States which took in the heart of the packing industry at Chicago.

Prices realized on Swift & Company's sales of carcass beef in Chicago for week ending Saturday, March 27, on shipments sold out were as follows: Cows, common to good, 9@14c; steers, common to medium, 13@15c; steers, good to choice, 15.50@19c, and averaged 13.42c per pound.

Sentence Sermons

Written for THE NATIONAL PROVISIONER by Roy L. Smith.

I ALWAYS PITY—

- The man who has never learned to take part of the blame.
- The girl who knows she is pretty.
- The salesman who always thinks he could succeed in another territory.
- The boy whose father has never learned to pronounce the word "no."
- The firm that asks its men to lie for it—they will soon lie to it.
- The youth who cannot learn from his father's experience.
- The business that must depend upon deception for its success.

Provision shipments from Chicago for the week ending March 27, 1926, with comparisons, are reported as follows:

Cor.
Last week. Prev. week. week 1926
Cured meats, lbs. 17,159,000 17,732,000 15,425,000
Fresh meats, lbs. 43,691,000 42,887,000 36,843,000
Lard lbs. 9,299,000 7,607,000 7,144,000

R. W. Howes, head of Swift's sausage department, writes from Cairo (Egypt, not Illinois) that he is enjoying his vacation immensely, having visited all Mediterranean points en route on the Maure-

tania (presumably his yacht.) The weather at Cairo was not of this week's Chicago brand.

Oscar F. Mayer, president of Oscar Mayer & Co., Chicago, left the city last Friday for a much-needed rest at Hot Springs, Ark. His son, Oscar G. Mayer, who is president of the Institute of American Meat Packers, returned from Hot Springs on Monday, where he had been spending a couple of weeks with his family.

CHICAGO PROVISION STOCKS.

Stocks of provisions at Chicago at the close of business on March 31, 1926, with comparisons, are announced as follows by the Chicago Board of Trade:

	Mar. 31, 1926	Feb. 28, 1926	Mar. 31, 1925
Meat pork, new, made since Oct. 1, '25, brns.	433	366	530
Other kinds of lard, pork, brns.	26,480	26,227	19,543
P. S. lard, made since Oct. 1, '25, lbs.	25,975,280	19,757,801	65,738,295
Other kinds of lard, 5,520,579	3,203,070	11,517,489	
S. R. middles, made since Oct. 1, '25, lbs.	504,200	363,500	5,903,510
D. S. ch. middles, made since Oct. 1, '25, 17,858,589	14,969,241	7,874,195	
D. S. cl. bellies, made prev. to Oct. 1, '25	30,000	656,474	
D. S. rib bellies, made since Oct. 1, '25	2,183,181	2,135,913	5,417,751
D. S. rib bellies, made prev. to Oct. 1, '25	245,810		
Ex. sh. cl. middles, made since Oct. 1, '25, lbs.	361,652	257,605	418,206
Ex. sh. cl. middles, made prev. to Oct. 1, '25, lbs.	8,312		
Sh. cl. middles, lbs.	29,300	13,000	100,742
D. S. sh. fat backs, lbs.	9,132,715	7,654,253	4,426,470
D. S. shdbs., lbs.	22,200	37,185	77,447
S. P. hams, lbs.	29,129,604	30,416,398	43,125,040
S. P. skd. hams, lbs.	10,295,432	13,603,857	22,605,779
S. P. bellies, lbs.	11,839,278	14,068,802	19,159,474
S. P. Calif. or picnics,	6,670,135	7,649,784	17,015,625
S. P. Boston shdbs., lbs.	145,857	225,732	244,350
S. P. shdbs., lbs.	11,001,220	9,251,126	10,000,502
Other cuts of meats, lbs.			
Total cut meats, lbs.	99,203,363	101,556,092	137,419,100

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A Corner Conducted by John W. Hall.

THE TRADER.

It is possible for a man to be a cracking good salesman without his being an efficient trader. But the trader worthy of the name must be a first rate salesman as well as a shrewd buyer; a diplomat of parts and a glutton for punishment.

Any man of normal intelligence, attractive personality and efficiently directed aggressiveness can sell goods. Conceding the fact that he is sold on the product he handles, it remains only for him to sell the buyer.

The barriers he must break down are generally one man's resistance. The price he must get is definitely set before him. It is entirely a routine matter aside from his method of attack—his sales tactics—which must be varied according to the conditions and the man confronting him. In short, he has a clearly defined objective.

The trader, on the other hand, often times has to develop a trade from an extremely nebulous premise. He must get the seller to sell and the buyer to buy.

He must never be the medium in a trade which is not mutually beneficial to buyer and seller; he must adjust the ideas of one principal to those of the other. He must be impartial and at the same time reasonably forceful if he would fit all the jagged edges of the trade together. He must be resourceful and adaptable to rapidly changing conditions and he cannot lift his finger for one minute from the "pulse of the market."

He must be a sort of relay station between two firing lines, receiving the shots of both buyer and seller, toning them down, and sending them on their way in proper form. If he be not wary and well armoured, sometimes he gets caught in the barrage and is all shot up. And if this occurs he is supposed to grin and like it, and trust to time to heal his wounds.

So, to paraphrase a very dear and very brilliant friend of ours, we say, "Here's to the trader, be he in the office, the market, or on the street—and may his bad trades haunt him!"—E. H. PHEE.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 22.	18,261	3,081	50,153	19,329
Tues., Mar. 23.	13,941	4,688	18,969	18,631
Wed., Mar. 24.	10,807	2,132	17,404	18,568
Thur., Mar. 25.	13,537	4,232	29,671	19,861
Fri., Mar. 26.	8,947	1,252	25,771	11,907
Sat., Mar. 27.	587	516	2,421	6,288
Total last week.	61,080	16,801	144,380	94,884
Previous week.	64,175	17,616	151,953	89,562
Year ago.	54,601	21,642	127,529	70,508
Two years ago.	53,429	19,031	204,481	65,742

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 22.	4,262	740	16,067	6,888
Tues., Mar. 23.	1,795	259	7,672	3,171
Wed., Mar. 24.	2,825	107	5,893	1,830
Thur., Mar. 25.	2,223	265	9,847	4,168
Fri., Mar. 26.	1,707	163	9,369	5,053
Sat., Mar. 27.	467	93	1,604	321
Total last week.	13,369	1,642	50,512	21,411
Previous week.	16,369	1,073	59,829	26,432
Year ago.	15,857	964	39,982	19,808
Two years ago.	18,519	641	70,544	20,742

THE NATIONAL PROVISIONER

Receipts at Chicago Stock Yards thus far this year to March 27, with comparative totals:

	1920.	1925.
Cattle	727,166	728,057
Calves	191,730	221,783
Hogs	2,118,907	2,787,796
Sheep	1,076,715	982,448

Combined weekly hog receipts at eleven markets for week ending March 27, with comparisons:

	Week.	Year to date.
Week ending March 27	518,000	7,384,000
Previous week	549,000	9,000,000
1925	510,000	9,000,000
1924	786,000	11,335,000
1923	805,000	10,225,000
1922	489,000	7,507,000

Combined receipts at seven markets for the week ending March 27, with comparisons:

	*Cattle.	Hogs.	Sheep.
1926	2,303,000	6,356,000	2,866,000
1925	2,260,000	8,423,000	2,403,000
1924	2,311,000	9,457,000	2,447,000
1923	2,330,000	8,569,000	2,644,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts average weight and top and average prices for hogs, with comparisons:

	Average Number weight received.	Prices Received. Lbs. Top. Average.
*This week	145,000	246 \$13.75 \$11.75
Previous week	145,553	245 14.25 12.00
1925	127,529	238 14.20 13.65
1924	204,481	236 7.60 7.35
1923	197,188	230 8.65 8.20
1922	133,540	240 10.60 10.05
1921	124,211	238 10.80 9.30
Av. 1921-1925	157,000	237 \$10.40 \$9.70

*Receipts and average weights for week ending March 27, 1926, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lamb.
*Week ending March 27	\$ 9.50	\$11.75	\$ 7.95	\$13.05
Previous week	9.45	12.00	8.60	13.45
1925	10.20	13.65	8.50	14.45
1924	9.55	7.35	10.00	15.90
1923	9.05	8.20	8.00	13.65
1922	7.75	10.05	9.50	14.00
1921	8.70	9.30	6.25	9.05
Av. 1921-1925	\$ 9.10	\$ 9.70	\$ 8.45	\$13.60

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending March 27	47,900	94,100	73,300
Previous week	47,815	92,124	63,130
1924	38,744	87,547	50,700
1923	34,910	135,937	45,066
1922	36,665	158,633	51,522

*Saturday, March 27, estimated.

Chicago packers' hog slaughters for the week ending March 27, 1926:

Armour & Co.	10,000
Anglo-American	3,600
Swift & Co.	8,800
Hammond Co.	3,900
Morrill & Co.	5,600
Wilson & Co.	6,400
Boyd-Lanham	4,300
Western Packing Co.	7,000
Roberts & Oake	6,200
Mills & Hedges	3,800
Independent Packing Co.	6,100
Brennan Packing Co.	2,000
Agar Packing Co.	20,700

Total 93,000
Previous week 92,100
Year ago 92,300

1924 144,300
1923 163,100

(For Chicago livestock prices see page 43.)



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Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, April 1, 1926.

Green Meats.

Regular Hams—

8-10 lbs. avg.	14.25	14.40	14.22½	14.17½
10-12 lbs. avg.	14.25	14.50	14.47½	14.47½
12-14 lbs. avg.	14.25	14.50	14.47½	14.47½
14-16 lbs. avg.	14.25	14.50	14.47½	14.47½
16-18 lbs. avg.	14.25	14.50	14.47½	14.47½
18-20 lbs. avg.	14.25	14.50	14.47½	14.47½

Skinned Hams—

14-16 lbs. avg.	14.70	14.70	14.70	14.70
16-18 lbs. avg.	14.70	14.70	14.70	14.70
18-20 lbs. avg.	14.70	14.70	14.70	14.70
20-22 lbs. avg.	14.70	14.70	14.70	14.70
22-24 lbs. avg.	14.70	14.70	14.70	14.70
24-26 lbs. avg.	14.70	14.70	14.70	14.70
26-30 lbs. avg.	14.70	14.70	14.70	14.70

Picnics—

4-6 lbs. avg.	14.70	14.70	14.70	14.70
6-8 lbs. avg.	14.70	14.70	14.70	14.70
8-10 lbs. avg.	14.70	14.70	14.70	14.70
10-12 lbs. avg.	14.70	14.70	14.70	14.70
12-14 lbs. avg.	14.70	14.70	14.70	14.70

Bellies—(Square cut and seedless)

6-8 lbs. avg.	14.70	14.70	14.70	14.70
8-10 lbs. avg.	14.70	14.70	14.70	14.70
10-12 lbs. avg.	14.70	14.70	14.70	14.70
12-14 lbs. avg.	14.70	14.70	14.70	14.70
14-16 lbs. avg.	14.70	14.70	14.70	14.70

Pickled Meats.

Regular Hams—

8-10 lbs. avg.	14.70	14.70	14.70	14.70
10-12 lbs. avg.	14.70	14.70	14.70	14.70
12-14 lbs. avg.	14.70	14.70	14.70	14.70
14-16 lbs. avg.	14.70	14.70	14.70	14.70
16-18 lbs. avg.	14.70	14.70	14.70	14.70
18-20 lbs. avg.	14.70	14.70	14.70	14.70

Boiling Hams—(house run)

16-18 lbs. avg.	14.70	14.70	14.70	14.70
18-20 lbs. avg.	14.70	14.70	14.70	14.70
20-22 lbs. avg.	14.70	14.70	14.70	14.70
22-24 lbs. avg.	14.70	14.70	14.70	14.70

Skinned Hams—

14-16 lbs. avg.	14.70	14.70	14.70	14.70
16-18 lbs. avg.	14.70	14.70	14.70	14.70
18-20 lbs. avg.	14.70	14.70	14.70	14.70
20-22 lbs. avg.	14.70	14.70	14.70	14.70
22-24 lbs. avg.	14.70	14.70	14.70	14.70
24-26 lbs. avg.	14.70	14.70	14.70	14.70
26-30 lbs. avg.	14.70	14.70	14.70	14.70

Picnics—

4-6 lbs. avg.	14.70	14.70	14.70	14.70
6-8 lbs. avg.	14.70	14.70	14.70	14.70
8-10 lbs. avg.	14.70	14.70	14.70	14.70
10-12 lbs. avg.	14.70	14.70	14.70	14.70
12-14 lbs. avg.	14.70	14.70	14.70	14.70

Bellies—(square cut and seedless)

6-8 lbs. avg.	14.70	14.70	14.70	14.70
8-10 lbs. avg.	14.70	14.70	14.70	14.70
10-12 lbs. avg.	14.70	14.70	14.70	14.70
12-14 lbs. avg.	14.70	14.70	14.70	14.70
14-16 lbs. avg.	14.70	14.70	14.70	14.70

Dry Salt Meats.

Extra short clears

35/45.	14.70	14.70	14.70	14.70
Extra short ribs, 35/45.	14.70	14.70	14.70	14.70
Regular plates, 6-8.	14.70	14.70	14.70	14.70
Clear plates, 4-6.	14.70	14.70	14.70	14.70
Jowl butts.	14.70	14.70	14.70	14.70

Fat Backs—

8-10 lbs. avg.	14.70	14.70	14.70	14.70
10-12 lbs. avg.	14.70	14.70	14.70	14.70
12-14 lbs. avg.	14.70	14.70	14.70	14.70
14-16 lbs. avg.	14.70	14.70	14.70	14.70
16-18 lbs. avg.	14.70	14.70	14.70	14.70
18-20 lbs. avg.	14.70	14.70	14.70	14.70
20-25 lbs. avg.	14.70	14.70	14.70	14.70

Clear Bellies—

14-16 lbs. avg.	14.70	14.70	14.70	14.70
16-18 lbs. avg.	14.70	14.70	14.70	14.70
18-20 lbs. avg.	14.70	14.70	14.70	14.70
20-25 lbs. avg.	14.70	14.70	14.70	14.70
25-30 lbs. avg.	14.70	14.70	14.70	14.70
30-35 lbs. avg.	14.70	14.70	14.70	14.70
35-40 lbs. avg.	14.70	14.70	14.70	14.70
40-50 lbs. avg.	14.70	14.70	14.70	14.70

PURE VINEGARS

A. P. CALLAHAN & COMPANY
2407 SOUTH LA SALLE STREET
CHICAGO, ILL.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, MARCH 27, 1926.

LARD—	Open.	High.	Low.	Close.
Mar.	14.25	14.40	14.22½	14.17½
May	14.25	14.40	14.22½	14.17½
July	14.50	14.65	14.47½	14.47½
CLEAR BELLIES—				
Mar.	14.25	14.40	14.37½	14.37½
May	15.30	15.50	15.25	15.25
July	14.60	14.80	14.60	14.60
SHORT RIBS—				
Mar.	14.20-17½	14.20	14.15	14.20
May	14.40-37½	14.42½	14.42½	14.42½
July	14.40	14.50	14.42½	14.42½
LARD—				
Mar.	14.20-17½	14.20	14.20	14.20
May	14.40-37½	14.42½	14.42½	14.42½
July	14.40	14.50	14.42½	14.42½
CLEAR BELLIES—				
Mar.	14.25	14.32½	14.25	14.27½
July	14.45-47½	14.55	14.45	14.52½
SHORT RIBS—				
Mar.	14.70	14.75	14.75	14.75
May	14.70	14.75	14.75	14.75
July	14.70	14.75	14.75	14.75
LARD—				
May	14.30	14.32½	14.27½	14.27½
July	14.52-55	14.55	14.47½	14.50ax
Sept.	14.75	14.75	14.70	14.70
CLEAR BELLIES—				
May	15.05	15.07½	15.05	15.07½
July	15.45	15.45	15.40	15.45
SHORT RIBS—				
May	14.62½	14.62½	14.60	14.60ax
July	14.70	14.70	14.70	14.70

TUESDAY, MARCH 30, 1926.

LARD—	Open.	High.	Low.	Close.
Mar.	14.25	14.27½	14.20	14.20
May	14.45	14.47½	14.42½	14.42½
July	14.70	14.75	14.70	14.70
CLEAR BELLIES—				
Mar.	14.25	14.32½	14.25	14.27½
July	14.45-47½	14.55	14.45	14.52½
Sept.	14.75	14.75	14.70	14.70
CLEAR BELLIES—				
Mar.	14.25	14.32½	14.25	14.27½
July	14.45-47½	14.55	14.45	14.52½
Sept.	14.75	14.75	14.70	14.70
SHORT RIBS—				
Mar.	14.70	14.75	14.75	14.75
May	14.70	14.75	14.75	14.75
July	14.70	14.75	14.75	14.75
LARD—				
May	14.30	14.32½	14.27½	14.27½
July	14.52-55	14.55	14.47½	14.50ax
Sept.	14.75	14.75	14.70	14.70
CLEAR BELLIES—				
May	15.05	15.07½	15.05	15.07½
July	15.45	15.45	15.40	15.45
SHORT RIBS—				
May	14.62½	14.62½	14.60	14.60ax
July	14.70	14.70	14.70	14.70

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending	Cor. week,	
	Apr. 3.	1925.	
Prime native steers.....	17	@18	19 @20
Good native steers.....	15	@17	18 @18½
Medium steers.....	12	@16	14 @16
Heifers, good.....	13	@18	13 @18
Cows.....	10	@14	8 @13
Hind quarters, choice.....	24	@27	
Fore quarters, choice.....	15	@15	

Beef Cuts.

Steer Loins, No. 1.....	29	@34	
Steer Loins, No. 2.....	26	@31	
Steer Short Loins, No. 1.....	38	@45	
Steer Short Loins, No. 2.....	32	@40	
Steer Loin Ends (hips).....	23	@24	
Steer Loin Ends, No. 2.....	22	@24	
Cow Loins.....	19	@22	
Cow Short Loins.....	19	@22	
Cow Loin Ends (hips).....	16	@17	
Steer Ribs, No. 1.....	20	@23	
Cow Ribs, No. 1.....	17	@23	
Cow Ribs, No. 2.....	17	@17	
Cow Ribs, No. 3.....	11	@13	
Steer Rounds, No. 1.....	15½	@15½	
Steer Rounds, No. 2.....	15	@15	
Steer Chuck, No. 1.....	13	@13	
Steer Chuck, No. 2.....	12½	@12½	
Cow Rounds.....	12	@11½	
Cow Chucks.....	11½	@11½	
Steer Plates.....	12½	@10½	
Medium Plates.....	12½	@10	
Briskets, No. 1.....	17	@16	
Briskets, No. 2.....	13	@12	
Steer Navel Ends.....	9½	@8	
Cow Navel Ends.....	9	@6	
Fore Shanks.....	7½	@6½	
Fore Shanks.....	6	@6	
Balls.....	20	@20	
Strip Loins, No. 1, boneless.....	45	@45	
Strip Loins, No. 2.....	40	@50	
Strip Loins, No. 3.....	25	@40	
Sirloin Butts, No. 1.....	28	@28	
Sirloin Butts, No. 2.....	23	@25	
Sirloin Butts, No. 3.....	15	@18	
Beef Tenderloins, No. 1.....	65	@75	
Beef Tenderloins, No. 2.....	60	@65	
Hump Butts.....	18	@17	
Flank Steaks.....	14	@17	
Shoulder Clods.....	15	@15	
Hanging Tenderloins.....	10	@10	

Beef Products.

Brains (per lb.).....	13½ @14½	9	@10
Hearts.....	10	29	@6½
Tongues.....	29	29	@30
Sweetmeats.....	35	38	@42
Ox-Tail, per lb.....	11	12	10
Fresh Tripe, plain.....	4	4	4
Fresh Tripe, H. C.	6½	6½	
Livers.....	11 @14	10½ @15	8
Kidneys, per lb.....	9½ @10	8	

Veal.

Choice Carcass.....	20	@21	16 @17
Good Carcass.....	14	@19	10 @25
Good Saddles.....	18	@28	16 @28
Good Backs.....	12	@16	8 @18
Medium Backs.....	8	@12	5 @7

Veal Products.

Brains, each.....	14½ @15	11	@12
Sweetmeats.....	68 @60	52	@60
Calf Livers.....	40	35	@37

Lamb.

Choice Lamb.....	25	@27	
Medium Lambs.....	23	@25	
Choice Saddles.....	29	@30	
Middle Saddles.....	27	@28	
Choice Fores.....	18	@18	
Medium Fores.....	16	@18	
Lamb Fries, per lb.....	32	@18	
Lamb Tongues, each.....	13	@13	
Lamb Kidneys, per lb.....	25	@25	

Mutton.

Heavy Sheep.....	14	@15	
Light Sheep.....	16	@16	
Heavy Saddles.....	15	@16	
Light Saddles.....	18	@18	
Heavy Fores.....	10	@10	
Light Fores.....	13	@15	
Mutton Legs.....	20	@20	
Mutton Loins.....	12	@15	
Mutton Stew.....	10	@10	
Sheep Tongues, each.....	13	@13	
Sheep Heads, each.....	10	@10	

Fresh Pork, Etc.

Dressed Hogs.....	25	@25	
Pork Loin, 8@10 lbs. avg.....	25	@26	
Hams.....	30	@25	
Bellies.....	29	@28	
Calves.....	18½	@18½	
Younger Shoulders.....	17	@17	
Tenderloins.....	55	@53	
Spare Ribs.....	14½ @15½	15	@17½
Leaf Lard.....	15	@15	
Back Fat.....	17	@18	
Butts.....	23	@24	
Hocks.....	16	@16	
Tails.....	18	@12	
Neck Bones.....	6	@6	
Tail Bones.....	8	@12	
Slip Bones.....	9	@9	
Blade Bones.....	15	@15	
Pork Feet.....	9	@9	
Kidneys, per lb.....	11	@11	
Livers.....	7½	@7	
Brains.....	16	@17	
Ears.....	8	@8	
Snouts.....	9	@8½	
Heads.....	10	@10	

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	29	@21	
Country style sausage, fresh in link.....	21	@19	
Country style sausage, fresh in bulk.....	19	@19	
Country style sausage, smoked.....	24	@18	
Mixed sausage, fresh.....	18	@18	
Frankfurts in pork casings.....	22	@21	
Frankfurts in sheep casings.....	22	@21	
Bologna in beef bungs, choice.....	19	@19	
Bologna in beef, plain, choice.....	20	@20	
Liver sausage in hog bungs.....	23	@23	
Liver sausage in beef rounds.....	14	@14	
Head cheese.....	16	@16	
New England luncheon specialty.....	28	@28	
Liberty luncheon specialty.....	21	@21	
Minced luncheon specialty.....	17	@17	
Tongue sausage.....	25	@25	
Blood sausage.....	19	@19	
Polish sausage.....	18	@18	
Souse.....	18	@18	

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	53	@53	
Cervelat, new condition, in hog bungs.....	23	@23	
Cervelat, new condition, in beef middies.....	23	@23	
Thuringer Cervelat.....	20	@20	
Farmers Cervelat.....	32	@32	
Holsteiner.....	30	@30	
B. C. Salami, choice.....	49	@49	
Milano Salami, choice, in hog bungs.....	51	@51	
B. C. Salami, new condition.....	26	@26	
Frises, choice, in hog middies.....	44	@44	
Genoa style Salami.....	56	@56	
Prosciutto.....	65	@65	
Mortadella, new condition.....	55	@55	
Capicolla.....	45	@45	
Italian style hams.....	45	@45	
Virginia style hams.....	45	@45	

SAUSAGE IN OIL.

Bologna style sausage in beef rounds.....	7.00		
Small tins, 2 to crate.....	8.00		
Frankfurt style sausage in sheep casings—			
Small tins, 2 to crate.....	8.50		
Large tins, 1 to crate.....	9.50		
Frankfurt style sausage in pork casings—			
Small tins, 2 to crate.....	7.50		
Large tins, 1 to crate.....	8.50		
Smoked link sausage in pork casings—			
Small tins, 2 to crate.....	7.50		
Large tins, 1 to crate.....	8.50		

SAUSAGE MATERIALS.

Regular pork trimmings.....	11½ @12		
Special lean pork trimmings.....	20 @21		
Extra lean pork trimmings.....	22 @23		
Neck bone trimmings.....	16		
Pork cheek meat.....	11 @11½		
Pork hearts.....	7½ @ 8		
Fancy boneless bull meat (heavy).....	11 @11½		
Boneless chuck.....	11 @11½		
Shank meat.....	10 @10½		
No. 1 beef trimmings.....	9 @9		
Beef hearts.....	7½ @ 7½		
Beef cheeks, trimmed.....	8½ @ 8½		
Dr. canner cuts, 300 lbs. and up.....	8½ @ 8½		
Dr. cutters, 500 lbs. and up.....	9 @9		
Beef tripe.....	4½ @ 5		
Cured pork tongues (can. trm.).....	6½ @ 6½		

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	25	@25	
Beef rounds, domestic, 140 sets per tierce, per set.....	27	@27	
Beef rounds, export, 225 sets per tierce, per set.....	31	@31	
Beef middies, 110 sets per tierce, per set.....	31	@31	
Beef bungs, No. 1, 400 pieces per tierce, per set.....	13½ @ 13½		
Beef bungs, No. 2, 400 pieces per tierce, per set.....	14 @ 14		
Beef weasands, No. 1, per piece.....	15	@15	
Beef weasands, No. 2, per piece.....	7	@7	
Beef bladders, small, per dozen.....	1.45	@1.45	
Beef bladders, medium, per dozen.....	1.85	@1.85	
Beef bladders, large, per dozen.....	2.25	@2.25	
Hog casings, medium, per bbl. 100 yds.	100	@100	
Hog casings, medium, with cap, per set.....	17	@17	
Hog middies, with cap, per set.....	20	@20	
Hog bungs, export.....	20	@20	
Hog bungs, large prime.....	24	@24	
Hog bungs, medium.....	20	@20	
Hog bungs, small prime.....	13	@13	
Hog bungs, narrow.....	6	@6	
Hog stomachs, per piece.....	8	@8	

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	81.00		
Honeycomb tripe, 200-lb. bbl.....	16.00		
Pocket honeycomb tripe, 200-lb. bbl.....	18.00		
Pork feet, 200-lb. bbl.....	17.00		
Pork tongues, 200-lb. bbl.....	42.00		
Lamb tongues, long cut, 200-lb. bbl.....	51.00		
Lamb tongues, short cut, 200-lb. bbl.....	34.50		
Mess pork, regular.....	34.50		
Family back pork, 20 to 34 pieces.....	37.50		
Family back pork, 35 to 45 pieces.....	37.50		
Clear back pork, 40 to 50 pieces.....	28.00		
Clear plate pork, 25 to 35 pieces.....	25.50		
Clear plate pork, 35 to 45 pieces.....	25.00		
Brisket pork.....	25.00		
Bean pork.....	25.00		
Plate pork.....	25.00		
Extra plate beef, 200-lb. bbls.....	26.50		
Ash pork barrels, black iron hoops.....	\$1.67½ @ 1.72½		
Oak pork barrels, black iron hoops.....	1.90 @ 1.95		
Ash pork barrels, galv. iron hoops.....	1.87½ @ 1.92½		
White oak lard tierces.....	23.15		
Red oak lard tierces.....	2.27½ @ 2.30		
White oak lard tierces.....	2.47½ @ 2.52½		

COOPERAGE.

Retail Section

Cooling the Meat Market

Proper Operating Pressures Save Money for Retailers

What is the best suction pressure for your cooling machine, Mr. Retailer? Do you know, or do you merely guess?

You can save money and get better results if you will keep your suction pressure as high as possible.

In the case of condenser pressure, however, it should be as low as possible, since power cost increases as this pressure increases. If the condenser pressure corresponds to the temperature of the water used, a big saving will result.

In the following article, written for THE NATIONAL PROVISIONER by a refrigerating expert, some valuable hints on operating pressures are given. They will prove real money savers for the retailer who will follow them.

The principles of shop refrigeration were outlined in the first two articles in this series, which appeared in THE NATIONAL PROVISIONER of March 21 and April 4, 1926.

In the third, in the issue of April 18, the construction of the cooler was taken up. The discussion of the ice bunker was begun in the issue of May 2, and was continued in the May 16 issue. Dry air refrigeration was taken up in the sixth article, in the issue of May 30. Mechanical refrigeration was the subject of the seventh of the series, in the issue of June 13.

In the issue of July 25, the discussion of the part time plant was begun, and was continued in the ninth installment in the August 8 issue. The automatic plant was taken up in the issue of August 22.

The brine system of cooling was the topic of the eleventh article, in the issue of September 5, while the twelfth, in the issue of September 26, discussed the advantages of mechanical refrigeration.

The refrigerated display case was the subject of the thirteenth of the series, in the issue of October 17. The ammonia compressor was discussed in the fourteenth of the series, in the October 24 issue.

Brine hold-over tanks were the subject of the fifteenth, in the issue of November 21. The piping system was discussed in the November 28 issue.

The use of brine tanks as hold-over tanks was taken up in the seventeenth, in the issue of December 19, 1926. Another type of hold-over tank was discussed in the issue of January 2, 1926.

The use of brine spray in the meat market was taken up in the issue of January 30, 1926. In the issue of February 13, 1926, pipe proportions were discussed.

A discussion of operating pressures was begun in the issue of February 27, 1926, and is continued in this issue.

Operating Pressures

By M. W. Stoms

It is very easy to carry a low or suction pressure lower than the most economical pressure. That is accomplished by simply throttling back on the expansion valve to any desired pressure, by not permitting as much liquid ammonia to flow through the valve as the system can handle.

That is an easy way to operate, but it is very expensive also, since the refrigerating work in that case is being done at a cost of 10 to 40 per cent. more than it should cost if the low or suction pressure were maintained as high as the system would permit.

The high or condenser pressure is, as

has been stated, determined by the capacity of the condenser, the temperature and amount of cooling water, and the condition of the condenser. The capacity of the condenser should always be correctly proportioned to the compressor.

The condition of the condenser, such as the effect of foul gases, depends upon the operator. The foul gases can be removed by properly purging the condenser.

The temperature of the condenser cooling water is beyond change, for the water must be taken from the available supply. The amount of cooling water depends upon the operator who should be guided by the relative costs of power and water.

Use Plenty of Water.

Save water and the power bill increases; use plenty of water and decrease the power bill. It is your choice, Mr. Retailer.

Any competent sales engineer can tell you what would be the economical high or condenser pressure at which to operate under existing conditions, such as water temperature and cost and electric power cost.

Ordinarily it is advisable to operate with as low a high or condenser pressure as possible, as the power cost of producing refrigeration increases as the high pressure increases, and decreases as the high pressure decreases. It is possible, however, to secure a high pressure corresponding to the temperature of the water, and when this pressure is secured it is simply a waste of water to use any additional amount.

Turn on all the water possible to circulate through the condenser and allow the condenser pressure to become steady and constant. It probably will require one-

Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

You are working in the dark if you do not!

The valuable series of articles on cutting tests for the retail meat dealer which ran in THE NATIONAL PROVISIONER has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me copy of reprints on "Cutting Tests for Retailers."

Name

Street

City

Enclosed find 5 cents in stamps.

half to one hour for the condenser to adjust itself.

Then gradually throttle the water supply until the condenser pressure begins to increase. Do not permit the increase to exceed more than a few pounds.

Keep Water Supply at Right Point.

Naturally, it is a rather slow process to throttle the water supply to the correct point, but by using two valves on the supply line, one can be used as a throttling or regulating valve, and left permanently adjusted, and the other as a stop valve to shut off the water supply when the plant is shut down. In this way when the proper regulation has been secured it can be left alone for long periods at a time.

The price of the thousands of gallons of water that will be saved by this adjustment is well worth the trouble of regulating the supply correctly.

(EDITOR'S NOTE.—Future articles in this series will discuss pipe connections, balancing the refrigerating plant, etc.)

SPECIAL TRAIN FOR RETAILERS.

Retail meat dealers who attend the 41st annual convention of the National Association of Retail Meat Dealers in Seattle, Wash., next August, will have a special train for themselves and their families. President W. M. McGonigle announces that arrangements have been made with the Chicago, Milwaukee & St. Paul Railroad for a special train which will leave Chicago at 8:15 P. M., Thursday, July 29, arriving in Seattle on Sunday, August 1, the day before the convention opens.

Many attractive side trips have been arranged, and all retailers who plan to attend the convention are urged to ride on the Retailers' Special. For the benefit of retailers in the East, special cars are being arranged for, which will arrive in Chicago in time to connect with the special train.

Tell This to Your Trade!

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

HAM WITH PINEAPPLE.

The housewife who is looking for "different" meat dishes will be glad to hear about this recipe, which makes a very tasty meat course. The recipe is from "Meat for the Family," published by the National Live Stock and Meat Board.

Heat to the boiling point $\frac{3}{4}$ cup of syrup from canned pineapple. Add 1 teaspoon cornstarch diluted with 2 tablespoons of water. Stir and boil 1 minute. Add boiled ham cut in pieces for serving and let simmer until heated through. Dredge pineapple slices with flour and saute in butter until delicately browned.

Put ham in center of platter and surround with pineapple, cut in halves with a maraschino cherry where core was removed. Pour remaining sauce over the meat and garnish with parsley.

LEARNING ABOUT MEAT.

A booklet full of valuable information on meat, its preparation, food value and method of serving has been compiled by the National Live Stock and Meat Board under the title "Ten Lessons on Meat".

It is designed especially for use in high school departments of home economics, but contains much valuable information for the housewife as well.

The ten lessons are devoted to the following general subjects: Meat, what it is, and why we eat it;

A trip to the meat market, in which the various cuts of beef, veal, lamb, mutton

TEN LESSONS ON MEAT FOR USE IN HIGH SCHOOLS



PREPARED BY
NATIONAL LIVE STOCK AND MEAT BOARD
407 SO. DEARBORN ST.
CHICAGO, ILLINOIS

and pork are discussed, as well as the edible by-products;

Methods of preparing tender cuts of meat, including a list of the select cuts of each kind of meat;

Methods of preparing the less tender cuts of meat, with lists of each;

Making soup and other dishes of which meats and meat juices form an important part;

Balanced meals and menu planning;

Carving, with complete illustrations;

And a final chapter on meat and its importance in the diet.

A series of questions for class-room use accompany each lesson, together with suggestions for supplementary reading for high school students. A complete index is appended.

The book contains so much of practical value on meat and its use that both packers and retailers might find it advantageous to give it distribution in their selling territories. It contains 77 pages, the story is simply and attractively presented, and every housewife would regard a copy as a choice possession.

Orders for these booklets in any quantity can be given through THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

LOCAL AND PERSONAL.

Edward S. Krouse has sold his interest in the meat department of the Cash and Carry Store at 1608 Fifth avenue, Moline, Ill., to C. E. Anderson.

A new meat market has been opened in German Valley, Ill., by John Reemstma.

A new meat market, known as the Capital City Market, has been opened in Olympia, Wash., by Kenneth Burchett.

Otto C. Graf has opened a new meat

Seeing is believing



You can profitably apply the "Cafeteria idea" to your own business. Display your meats in counters refrigerated by the "York" self-contained automatic refrigerating unit and your meats will sell themselves.

The automatic "York" requires no attention other than an occasional oiling, and once installed in your market will go a long way toward eliminating the drudgery and spoilage losses with which you probably now are handicapped.

Write for further particulars

YORK Manufacturing Company
Ice Making and Refrigerating Machinery Exclusively
York, Penna.

market in connection with Monson's Market at 4201 Freemont avenue, Seattle, Wash.

George Adams has sold his meat market in Glasgow, Mont., to W. F. Haines.

Balthausen & Moyer have sold their meat market in Glendive, Mont., to Adolph Still.

Kenz & Lodge have sold their meat market in Hartington, Nebr., to Jacob Johnson.

A. A. Blacknik has sold his meat market in Tyndall, S. D., to A. P. Keuffer.

A new meat market has been opened in Clear Lake, Ia., by G. H. Brooks.

John Colbrath has sold his meat market and grocery in Biwabic, Minn., to Joseph Faith.

A new meat market has been opened in Chisholm, Minn., by Frank Arke and Henry Anderson.

Emil Hanson has opened a meat market at New York Mills, Minn.

Fred Chase has sold his meat market in Owosso, Mich., to L. E. Northern.

The Holland Meat Market in Holland, Minn., was recently damaged by fire.

W. C. Custer & Son have purchased the Shoshone Meat Market in Shoshone, Ida., from J. H. Kilpatrick.

L. A. Miller, a meat dealer of 1100 Morris street, Portland, Ore., will erect \$15,000 business building.

The meat market of Penry & Breallane in Portland, Ore., has been damaged by fire.

M. W. Sims and Lester Blair have engaged in the meat business in Hermiston, Ore.

E. T. & E. A. Wilson have engaged in the meat business in Monmouth, Ore.

C. P. Moss has purchased the meat

business of Graham & Case, Stromsburg, Nebr.

Julius Neilsen and A. C. Breese have purchased the East Market in Scottsbluff, Nebr., from George East.

A. A. Young has disposed of his meat business in Osceola, Nebr., to Bob Schenk.

J. F. Pimper and Emil Motycka have purchased the butcher shop of Geo. Borch in Scribner, Nebr.

Layton & Whitmore have opened a new meat market in Randolph, Nebr.

W. R. Peters has purchased the interest of Wm. Heesackers in the Economy Meat Market, Pe Ell, Wash.

F. L. Gordon has engaged in the meat business on 66th street, Manitou, Wash.

Mars & Bohn have opened the Farmers Meat Market in Everson, Wash.

L. Seim has sold the Poulsbo Cash Market in Poulsbo, Wash., to C. T. Anderson.

E. E. Brown has purchased the Pioneer City Market in Puyallup, Wash., from Paul Haussner.

IMITATION MEATS For window and counter display



REPRODUCTIONS CO.
15 Walker St. New York, N. Y.

A. C. Wicke Mfg. Co.

Reliable Butcher Fixtures and Supplies

Special attention given to cork and cement refrigerators

Cold storage installations and complete market equipment

NEW YORK CITY

Salerooms:
207 East 48th St.
Vanderbilt 8676

Main Office and Factory:
406 East 10th St.
Atwater 0880

Bronx Branch
789 Brook Ave.
Melrose 7444

New York Section

The friends of Mr. and Mrs. Oscar Schaefer will be glad to learn that baby Marie is convalescing from her recent serious illness.

Frank A. Hunter, president of the East Side Packing Company, East St. Louis, Ill., was another visitor to the city the latter part of last week.

B. A. Braun, vice president and general sales manager, Jacob Dold Packing Co., Buffalo, N. Y., was a visitor to New York City the latter part of last week.

E. S. Posito, father of Mrs. A. DiMatteo, recording secretary of the Ladies' Auxiliary, United Master Butchers of America, had a birthday on Sunday, March 28.

Miss L. M. Knoeller of the Manhattan Sanitary Inspection Association has been made chairman of the wholesale meats division of the annual Salvation Army drive of 1926.

Fred Hirsch, president of the State Association, United Master Butchers of America, had a birthday last Sunday and the event was celebrated by a family dinner on Sunday.

Otto Stahl, Inc., has added another truck to their auto delivery for the purpose of distributing sliced bacon to the New York City trade. This company will

hold another beefsteak dinner for their salesmen in the very near future.

Probably no better proof of honesty and fair dealing can be given than to remain in business in the same store for nearly two score years. It was 39 years ago on March 28 that Frank P. Burck of Brooklyn opened his shop at No. 142 Smith Street, and he is still doing business at the old stand.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending March 20, 1926: Meat—Manhattan, 282 lbs. Fish—Manhattan, 5 lbs.; Brooklyn, 5 lbs.; Queens, 10 lbs.; total, 20 lbs. Poultry and Game—Bronx, 6½ lbs.

INSURE MEAT SHOP EMPLOYEES.

Fifty employees of the Union Meat Stores, Inc., Harrisburg, Pa., have acquired life insurance protection through a policy with the Prudential Insurance Company, according to an announcement by the executives of the Union Stores. Each worker is covered in amounts varying from \$500 to \$1,000, and this without cost to him. The total insurance involved is \$33,500. This policy is one of twelve recently closed by the Prudential on various firms throughout the United States representing varied activities. The twelve plans cover 874 employees, and involve total insurance of \$1,007,950.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, April 1, 1926, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEER (Hvy. Wt. 700 lbs. up):				
Choice	\$15.00@17.00	\$15.00@15.50	\$16.00@17.00	
Good	14.00@15.00	14.50@15.00	14.50@16.00	14.00@15.00
STEER (Lt. & Med. Wt. 700 lbs. dn.):				
Choice	17.00@18.50		16.00@17.00	16.00@18.00
Good	14.50@17.00		14.00@16.00	14.00@15.50
STEER (All Weights):				
Medium	12.50@14.50	13.50@14.50	13.50@15.00	13.50@14.00
Common	11.00@12.50			
COWS:				
Good	13.00@14.00	12.50@13.50	12.50@14.00	12.00@13.00
Medium	12.50@13.00	11.50@12.50	11.00@12.00	11.00@12.00
Common	10.50@12.50	10.50@11.50	10.00@11.00	
Fresh Veal (1):				
VEALERS:				
Choice	21.00@22.00		21.00@23.00	21.00@22.00
Good	18.00@20.00		19.00@21.00	19.00@20.00
Medium	16.00@18.00	16.00@17.00	16.00@18.00	17.00@18.00
Common	13.00@15.00	15.00@16.00	15.00@16.00	15.00@16.00
CALF CARCASSES (2):				
Choice			16.00@17.00	16.00@17.00
Good			15.00@16.00	15.00@16.00
Medium		13.00@15.00	14.00@15.00	14.00@15.00
Common		12.00@13.00	13.00@14.00	12.00@13.00
Fresh Lamb and Mutton:				
LAMB (30-42 lbs.):				
SPRING LAMB: Gd-Ch.	31.00@34.00	26.00@32.00	29.00@33.00	28.00@32.00
Choice	23.00@25.00	21.00@23.00	22.00@25.00	24.00@26.00
Good	20.00@22.00	20.00@22.00	20.00@23.00	21.00@23.00
LAMB: (42-55 lbs.):				
Choice		19.00@21.00	21.00@23.00	22.00@23.00
Good		17.00@19.00	20.00@22.00	18.00@21.00
LAMB (All Weights):				
Medium	20.00@22.00	17.00@21.00	19.00@23.00	19.00@22.00
Common	18.00@20.00			
MUTTON (Ewes):				
Good	14.00@16.00		16.00@17.00	15.00@16.00
Medium	13.00@14.00		15.00@16.00	14.00@15.00
Common	12.00@13.00		14.00@15.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lb. avg.	25.00@27.00	24.50@26.00	25.00@27.00	26.00@27.00
10-12 lb. avg.	23.00@25.00	23.00@24.00	23.00@25.00	23.00@25.00
12-15 lb. avg.	21.00@23.00	20.00@21.50	20.00@22.50	20.00@23.00
15-18 lb. avg.	20.00@20.50	19.00@20.00	19.50@21.50	20.00@21.00
18-22 lb. avg.	19.50@20.00	18.00@19.00	19.00@20.00	18.00@20.00
SHOULDERS: N. Y. Style, Skinned	17.50@18.50		17.00@20.00	18.00@20.00
PICNICS:				
4-6 lb. avg.	15.00@16.00	17.50@18.50	17.00@18.00	17.00@18.00
6-8 lb. avg.		16.50@17.50		
BUTTS: Boston Style.	23.00@23.00		20.00@23.00	22.00@24.00
SPARE RIBS: Half Sheets.	15.00@17.00			
TRIMMINGS:				
Regular	11.50@12.50			
Lean	20.00@22.00			

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.

Among the Master Butchers

The business meeting of the Ladies' Auxiliary, New York State Association, United Master Butchers of America, on Wednesday afternoon of last week was most interesting. Plans for social and business meetings were discussed, and it was decided to make the meeting on Wednesday afternoon of April 14th a sort of a gala occasion. A nominating committee, consisting of Mrs. Louis Goldstein, Mrs. William Kramer, Mrs. R. Schumacher, Mrs. Louis Goldschmidt and Mrs. G. Anselm was appointed. The chair reported that the committee recommended the re-election of the present officers, and as all present approved the recommendation, one ballot was cast and the officers for the ensuing year are: President, Mrs. William Zeigler; first vice-president, Mrs. O. Schaefer; second vice-president, Mrs. Fred Hirsch; corresponding secretary, Mrs. Charles Hembdt; recording secretary, Mrs. A. DiMatteo; financial secretary, Mrs. Sylvan Metzgar; treasurer, Miss M. B. Phillips; warden, Mrs. B. Nathanson; trustees, Mesdames C. Fischer, L. Goldstein and R. Schumacher. As a fitting climax to the occasion on April 14th it was decided to request State President Fred Hirsch to install the officers.

A final meeting of the committee on the Interbranch Ball of the Greater New York Branches, State Association, United Master Butchers of America, was held on Tuesday evening of this week. There were a goodly number of representatives from the various branches, who expressed themselves as well pleased with the reports and the proceeds. A vote of thanks was tendered to chairman Fred Hirsch and treasurer I. Bloch for the great amount of time and energy expended to secure the results accomplished.

At a final meeting on January 26th, 1926, the Washington Heights Branch, by majority vote, decided to amalgamate with Ye Olde New York Branch. Some members later appealed to the executive board of the New York State Association to set aside this amalgamation on account of the branch not giving its members three consecutive notices of this intention. Three notices had been issued, two being consecutive and one after omitting one regular meeting. The executive board, at a special meeting on March 28th, set aside the amalgamation on this ground.

On next Tuesday evening, April 6, Ye Olde New York Branch, New York State Association, United Master Butchers of America, will have a regular meeting. They have announced that on that evening they will have as their special speaker Carl Nomen, known as the reindeer king of Alaska. Mr. Nomen will be in New York for the purpose of promoting "reindeer week."

SALES COST BY PHONE.

The Newark, N. J., branch of a nationally known meat packing company decided to try long-distance telephone service as a means to increase its sales. It had been selling through a group of six states. After a three months' trial of selling by long distance telephone it was found that the average telephone sales cost per dollar of products sold was about four-tenths of a cent. Along with this accomplishment the selling area had been expanded from six to twelve states.



Operating 204 Meat Markets in Brooklyn and throughout Long Island, offers wonderful opportunities to live-wire men. Must understand meat merchandising.

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Put on a Gundlach Guard

Through our new manufacturing process we can now sell you this guard at a very low figure.

Each and every one is guaranteed against breakage for five years through any cause except heavy hammering.

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Importers **SPICES** Grinders
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40 years reputation among packers for quality

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, top	.....	@10.50
Cows, cannars and cutters	.....	3.25@ 3.75
Bulls, bologna	.....	6.00@ 6.75

LIVE CALVES.

Calves, veal, top, per 100 lbs.	.....	@17.00
Calves, veal, fair to good	.....	15.50@16.50
Calves, veal culs, per 100 lbs.	.....	6.00@ 8.00

LIVE SHEEP AND LAMBS.

Lambs, top, per 100 lbs.	.....	@14.75
Lambs, bulk, per 100 lbs.	.....	14.00@14.50
Ewes	.....	2.50@ 3.00

LIVE HOGS.

Hogs, heavy	.....	12.90@13.25
Hogs, medium	.....	13.50@13.75
Hogs, 160 lbs.	.....	13.85@14.00
Hogs, 140 lbs.	.....	13.60@13.80
Pigs, under 80 pounds	.....	14.00@14.35
Roughs	.....	10.50@10.75

DRESSED HOGS.

Hogs, heavy	.....	@20%
Hogs, 180 lbs.	.....	@20%
Hogs, 160 lbs.	.....	@21%
Pigs, 80 lbs.	.....	@22%
Pigs, under 140 lbs.	.....	@21%

DRESSED BEEF.

Choice, native, heavy	.....	18 @19
Choice, native light	.....	18 @19
Native, common to fair	.....	16 @17

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	.....	15 @17
Native choice yearlings, 400@600 lbs.	.....	16 @18
Western steers, 600@800 lbs.	.....	14 @15
Texas steers, 400@600 lbs.	.....	18 @15
Good to choice heifers	.....	15 @16
Good to choice cows	.....	13 @14
Common to fair cows	.....	11 @12%
Fresh bologna balls	.....	10 @11

BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @23	24 @26
No. 2 ribs	18 @20	20 @23
No. 3 ribs	14 @16	18 @19
No. 1 loins	33 @35	28 @30
No. 2 loins	25 @27	24 @27
No. 3 loins	18 @20	20 @25
No. 1 hinds and ribs	20 @23	19 @24
No. 2 hinds and ribs	17 @19	18 @18%
No. 3 hinds and ribs	14 @17	17 @17%
No. 1 rounds	16 @17	16 @17
No. 2 rounds	14 @15	15 @15
No. 3 rounds	11 @14	14 @14
No. 1 chuck	14 @15	14 @15
No. 2 chuck	12 @13	13 @14
No. 3 chuck	9 @10	12 @12
Bolognese	6 @6	11 1/2 @12
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@5 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder cloths	10 @11	

DRESSED CALVES.

Prime	.....	22 @24
Choice	.....	20 @22
Good	.....	16 @19
Medium	.....	14 @15

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	.....	23 @25
Lambs, poor grade	.....	20 @22
Sheep, choice	.....	18 @20
Sheep, medium to good	.....	14 @16
Sheep, culs	.....	12 @13

SMOKED MEATS.

Hams, 8@10 lbs. avg.	.....	20 @20
Hams, 10@12 lbs. avg.	.....	28 @29
Hams, 12@14 lbs. avg.	.....	27 @28
Picnics, 4@6 lbs. avg.	.....	19 1/2 @20
Picnics, 6@8 lbs. avg.	.....	18 1/2 @19
Rolllettes, 6@8 lbs. avg.	.....	20 @21
Beef tongue, light	.....	24 @26
Beef tongue, heavy	.....	28 @30
Bacon, boneless, Western	.....	29 @30
Bacon, boneless, city	.....	27 @28
Pickled bellies, 10@12 lbs. avg.	.....	24 @25

THE NATIONAL PROVISIONER

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	24	@25
Pork tenderloins, fresh	.....	45 @50
Pork tenderloins, frozen	.....	30 @35
Shoulders, city, 10@12 lbs. avg.	20	@21
Shoulders, Western, 10@12 lbs. avg.	18	@19
Butts, boneless, Western	.....	26 @27
Butts, regular, Western	.....	22 @23
Hams, city, fresh, 6@10 lbs. avg.	29	@30
Hams, Western, fresh, 10@12 lbs. avg.	28	@29
Picnic hams, Western, fresh, 6@8 lbs. avg.	17	@18
Pork trimmings, extra lean	.....	23 @24
Pork trimmings, regular 50% lean	.....	15 @16
Spare ribs, fresh	.....	17 @18
Lard, raw	.....	16 @17

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 lbs.	.....	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 lbs.	.....	@ 75.00

Black hoofs, per ton	.....	45.00@ 50.00
Striped hoofs, per ton	.....	45.00@ 50.00
White hoofs, per ton	.....	@ 85.00
Thigh bones, avg. 85 to 90 lbs. per 100 pieces	.....	@100.00

FANCY MEATS.

Fresh steer tongues, untrimmed	.....	@30c
Fresh steer tongues, l. c. trim'd	.....	@40c
Sweetbreads, beef	.....	@75c
Sweetbreads, veal	.....	1.00
Beef kidneys	.....	@16c
Mutton kidneys	.....	@ 8c
Livers, beef	.....	@24c
Oxtails	.....	@18c
Hearts, beef	.....	@10c
Beef hanging tenders	.....	@22c
Lamb fries	.....	@10c

BUTCHERS' FAT.

Shop fat	.....	2% 2%
Breast fat	.....	4% 4%
Edible suet	.....	6% 6%
Cond. suet	.....	5% 5%
Bones	.....	20

SPICES.

	Whole.	Ground.
Pepper, white	36	80
Pepper, black	28	51
Pepper, Cayenne	12	19
Pepper, red	..	21
Allspice	18 1/2	21 1/2
Cinnamon	13	16
Coriander	6	9
Cloves	26	31
Ginger	..	22
Mace	1.15	1.25
Nutmeg	—	58

GREEN CALFSKINS.

	Kip.	H kip.
5-9 9 1/2-12 1/2 12 1/4-14 18	18	18 up
Prime No. 1 Veals	1.80	2.05 2.25 3.00
Prime No. 2 Veals	1.60	1.80 2.00 2.75
Buttermilk No. 1	1.65	1.70 1.90 ...
Buttermilk No. 2	1.45	1.45 1.65 ...
Branded grubby	1.05	1.05 1.25 1.55
Number 3	—	At Value

CURING MATERIALS.

	Dbl.	Bags
In lots of less than 25 bbls.	Bbls.	per lb.
Double refined saltpetre, granulated	6 1/4c	6 1/4c
Double refined saltpetre, small crystal	7 1/4c	7 1/4c
Double refined large crystal saltpetre	8 1/4c	8 1/4c
Double refined nitrate soda, granulated	4 1/4c	4c
In 25 barrel lots	—	—
Double refined saltpetre, granulated	6 1/4c	6 1/4c
Double refined saltpetre, small crystal	7 1/4c	7 1/4c
Double refined saltpetre, large crystal	8 1/4c	8 1/4c
Double refined nitrate soda, granulated	4c	3 1/4c
Carload lots:	—	—
Double refined saltpetre, granulated	6 1/4c	6c
Double refined nitrate soda, granulated	3 1/4c	3 1/4c

DRESSED POULTRY.

Fowls—fresh—dry packed—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	.....	32 @34
Western, 55 to 59 lbs. to dozen, lb.	.....	32 @34
Western, 43 to 47 lbs. to dozen, lb.	.....	32 @34
Western, 36 to 42 lbs. to dozen, lb.	.....	31 @33
Western, 30 to 33 lbs. to dozen, lb.	.....	29 @31
Fowls—fresh—dry packed—prime to fcy.—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	.....	35 @36
Western, 55 to 59 lbs. to dozen, lb.	.....	35 @36

FRESH KILLED.

Western, 43 to 47 lbs. to dozen, lb. 35 @36

Western, 36 to 42 lbs. to dozen, lb. 34 @35

Western, 30 to 35 lbs. to dozen, lb. 28 @30

Western, 25 to 30 lbs. to dozen, lb. 30 @32

Ducks—

Long Islands, bbls. 18 @20

Squabs—

Prime, white, per lb. 75 @80

LIVE POULTRY.

Broilers, colored, via express, lb. 35 @35

Turkeys, via express. 35 @35

Geese, other nearby, via express. 20 @20

Pigeons, per pair, via freight or express. 50 @50

Guineas, per pair, via freight or express. 50 @50

BUTTER.

Creamery, extras (92 score) 41 @41

Creamery, firsts (90 to 91 score) 40 @40

Creamery, seconds 35 @35

Creamery, lower grades 33 @33

Creamery, lower grades 32 @32

EGGS.

Extras, per dozen. 31 @32

Extra firsts 30 @30

Fifths 28 @28

Checks 25 @25

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

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